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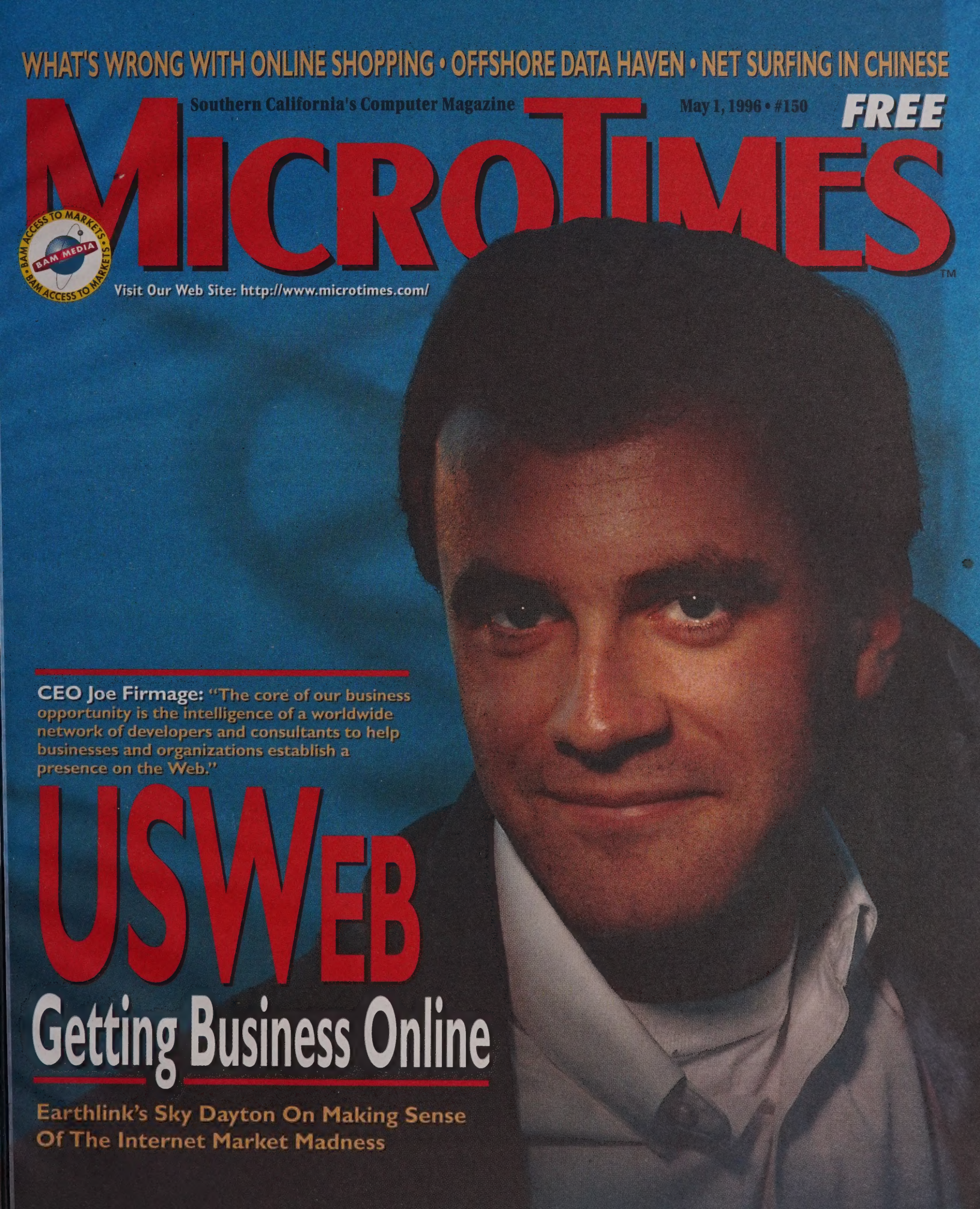

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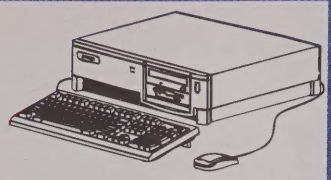

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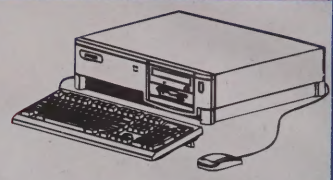

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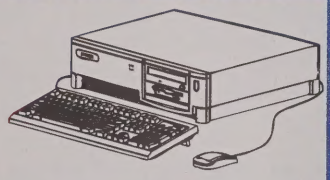

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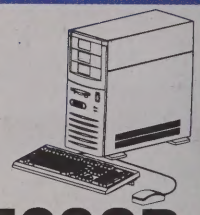

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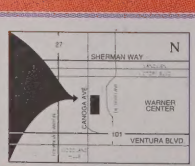

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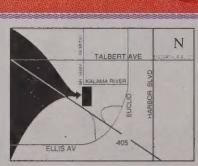

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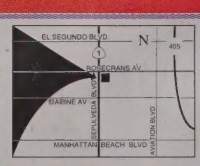
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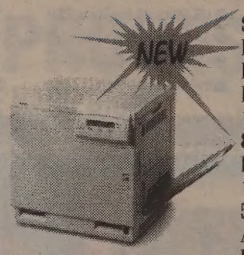

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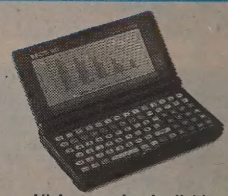

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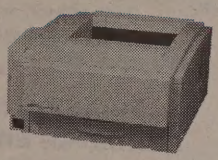

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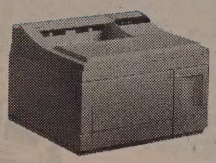

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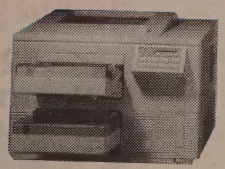

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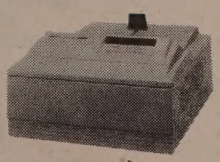

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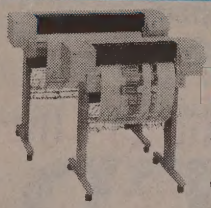

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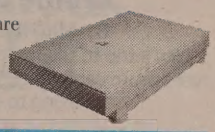

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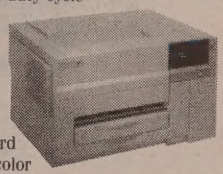

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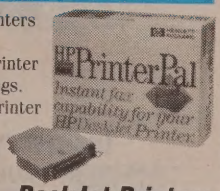

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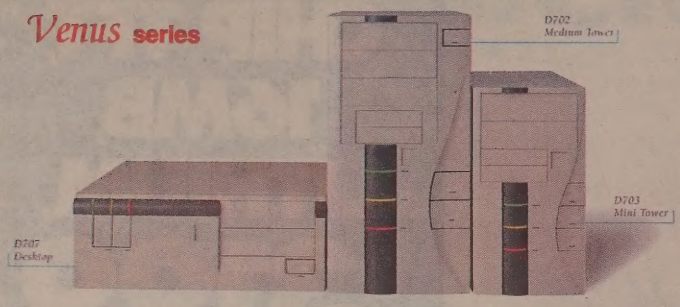

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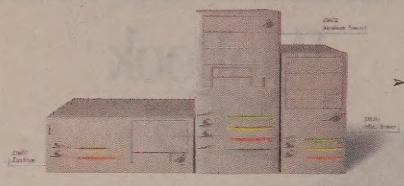

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Synthesizer type	FM & Wavetable	FM
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Number of simultaneously supported instruments	32	20
Maximum Sampling rate KHz	48	44.1
Can user set all IRQs and DMAs via software	Y	N

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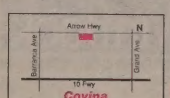

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8X CD & INTERACTIVE MPEG SYSTEM

INTERNET READY

- Email, World Wide Web, Gopher, FTP, Newsgroups installed
- Intel Triton Chipset Pentium Processor
- 256K Synchronous Pipelined Burst Cache
- **16MB** High Speed RAM, exp. 128MB
- **1.6GB** EIDE Hard Drive
- **15" Digital Flatscreen** monitor, MAG Energy Star, Low Radiation,1600 x 1280
- Diamond Stealth-64 PCI w/2MB Dram MPEG, movie CD, CDi, AVI support
- **8X** CD-ROM Multi-session, **1200**KB / sec
- **Win95 32-Wavetable sound card**
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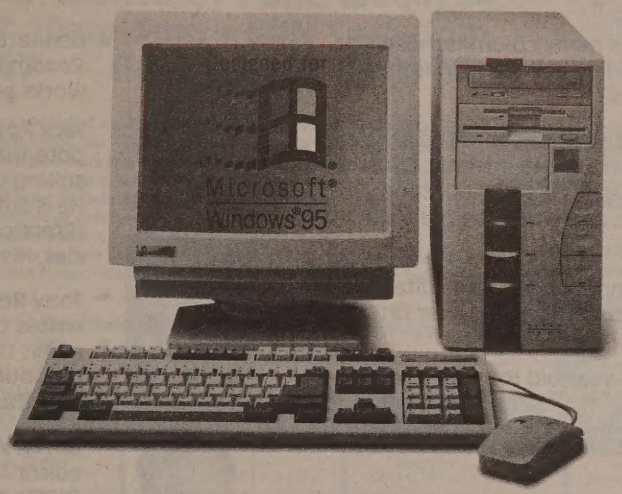

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- ATI WinTurbo w/**2MB Vram**, Direct X support MPEG, movie CD, CDi, AVI support
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- 28.8**Kbps** Fax Modem
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- Window 95 or (DOS & Win 3.1)
- 1.44 Disk Drives, Hi-resolution Mouse
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- Window 95 or (DOS & Win 3.1)
- 1.44 Disk Drives, Hi-resolution Mouse
- 104-Win95 keyboard, Hi-speed I/O

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Intel Pentium **$2389**

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- **Win95 32-Wavetable sound card**
- **14.4Kbps** Fax Modem with voice answering machine
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- Window 95 or (DOS & Win 3.1)
- 1.44 Disk Drives, Hi-resolution Mouse
- 104-Win95 keyboard, Hi-speed I/O

$1979 133 MHz **$2109** 166 MHz **$2409**
100 MHz Cyrix 6x86-166 MHz
Intel Pentium **$2359**

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- **8MB** High Speed RAM, exp. 128MB
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- **15" Digital Flatscreen** monitor, MAG Low Radiation, 1280 x 1024
- Speed 64 PCI Graphic accelerator 1MB expandable to 2MB MPEG, movie CD, CDi, AVI support
- **4X** CD-ROM Drive, **600**KB/sec
- 16-bit sound card
- **14.4Kbps** Fax Modem with voice answering machine
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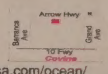

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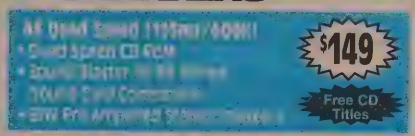

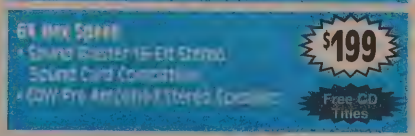

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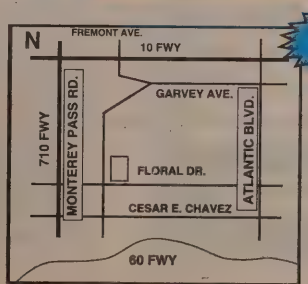

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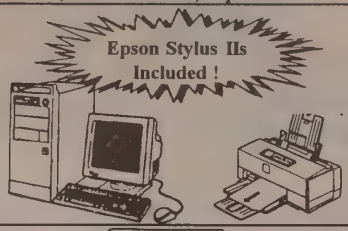

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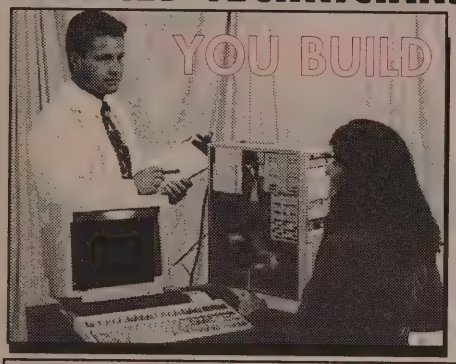

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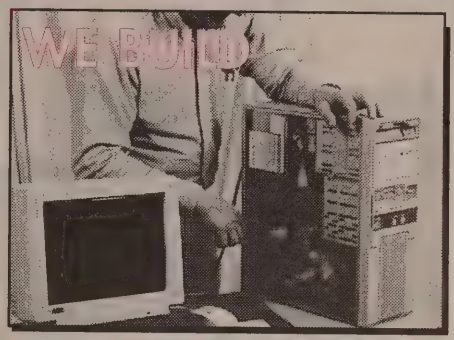

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BY PAUL HOFFMAN

Industry Insights

New Insecurity On The Desktop: Viruses, Snooping Software, And Other Perils From The Web

No one questions the potential value of the Internet in general, and the Web in particular, for being a vast storehouse of information. Wandering the Web, you can find an incredible number of resources on almost any topic. However, it is now becoming clear that such wandering can also be detrimental to the health of your computer.

New kinds of Web applications—and even not-so-new kinds of Word documents—can contain programs capable of revealing information about you and your computer that you never intended to reveal to anyone. Worse yet, these programs can send this information to the creators of the programs without your knowledge. Many people are worried about viruses that they get from downloading bad programs, but they should also be concerned about these new silent Web extensions.

Java Might Not Be So Hot

As if the Internet needed more buzzwords, "Java" has turned into the most hyped part of the Web since the Web itself. Reality check: it's just a programming language. Mind you, it's a programming language with many nice features, but it is of no more value to the Web than BASIC was to early PCs.

This is not to say Java can't be incredibly useful; BASIC was also incredibly useful for a short time as the PC market was booming. But, like BASIC, Java has been vastly oversold. In fact, one of the areas where it was supposed to be the perfect language for the Web is precisely the place where it will probably cause the most problems: security.

Java programs can run on Web servers or on many Web browsers. When you go to a page that has direct links to Java programs, those programs are copied to your computer and then they run. If you go to a Web page containing malicious Java programs, you are asking for them to run on your computer without having the slightest idea of their function.

The folks at Sun Microsystems knew this when they developed Java. Thus, they designed it to prohibit untrusted programs from writing to your disk and reading from most parts of your disk. They also designed Java to communicate only with the Internet site where you obtained it.

Unfortunately, they didn't do a good enough job. In the past few months, researchers looking at Java have found many places in the design and common implementations where Java is insecure. So far, people have found ways to create Java programs that will tell a malicious host your email address, what your directory structure looks like, and other information that could help someone attack your system.

In late March, security experts discovered incredibly serious flaws in Java that allow Java programs to read from and write to your disk, send messages without your knowledge, and do pretty much anything that any program could do on your system. Malicious Java programs could act like viruses and corrupt your system, or do whatever they please. These holes exist in Netscape 2.0 and 2.01, and you should certainly not be using those versions to explore the Web unless you turn off your browser's use of Java programs.

New kinds of Web applications, and even not-so-new kinds of Word documents, can contain programs capable of such things as revealing information about you and your computer that you never intended to reveal to anyone.

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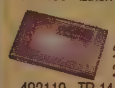

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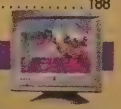

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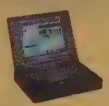

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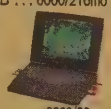

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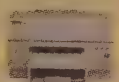

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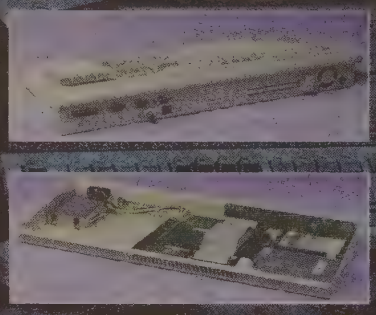

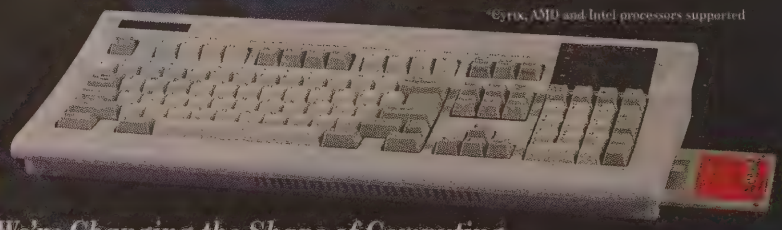

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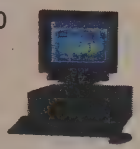

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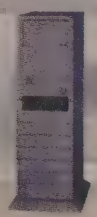

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- 101-KEY KEYBOARD
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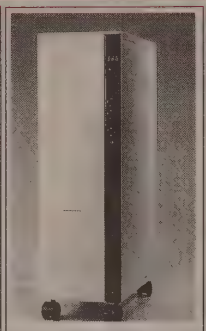

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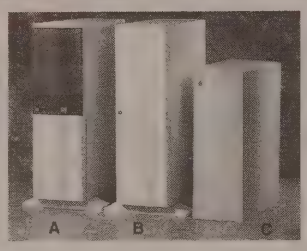

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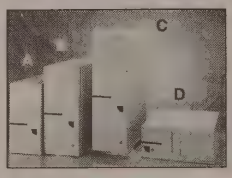

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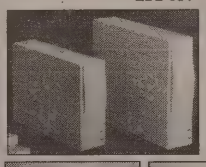

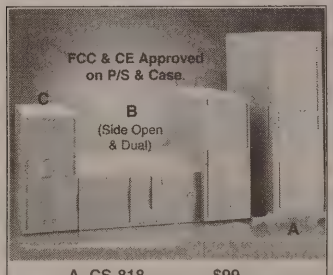

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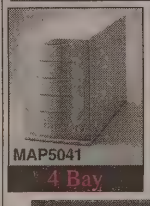

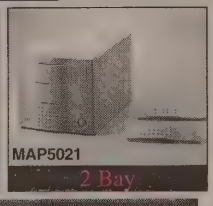

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people have reported these problems with Java's security, this is probably not the complete list. You can be sure that crackers and thieves are looking into Java for their own security holes, and they certainly won't report them to the public when they find them.

Netscape, Java, And JavaScript

Although Sun developed Java, it's Netscape who's catching the most flak for the security bugs. This is not because Netscape caused the security problems in Java; it's just that it is currently the only major company shipping a Web browser with Java in it. (Microsoft has promised to add Java to its Internet Explorer in the coming months.)

But Netscape is responsible for a related security problem and the confusion around it. There are two different components of Netscape Navigator that have "Java" in their names. One is Netscape's ability to run Java applications that are downloaded from a Web server; the other is Netscape's browser programming language called "JavaScript." JavaScript is not Java. Instead, it is a programming language that is a lot like Java but that has a very different method of execution.

It turns out that JavaScript also has security holes, ones that are completely different from the ones in the Java language. This isn't surprising because JavaScript does have the same tight security model that's built into Java. This had made it a mess to describe the different bugs for people who don't know the difference between Java and JavaScript.

At press time, Netscape has fixed some of the security holes in Java and JavaScript by releasing Netscape Navigator version 2.01. However, since the release of 2.01 other security holes have been discovered. With version 2.01, you can tell Netscape not to run either Java or JavaScript programs, but you have to turn this off for all pages, and the default is to allow these programs to run.

Today, these security problems exist in Java and JavaScript only, but this won't be true for long. Microsoft will be releasing its own competing scripting language, and you can be sure that it will have security holes as well. All programming languages running on personal computers have some security problems; you just hope that the problems are found and fixed by the "good guys" before the "bad guys" get a crack at them.

It's Not Just The Web

Until recently, we could tell users, "Don't worry about documents; they don't harm you. Only programs can have viruses." Even that's no longer true. Web pages can have malicious code, and even simple word processing documents can now carry viruses. In the past six months, more and more computer systems have been bitten by viruses that are passed through Microsoft Word documents.

Starting with Word version 6, Word documents can carry programs called "macros" with them. It was only a matter of time before someone wrote a virus in a Word macro. (Apparently, there are also Excel document macro viruses.) Opening the document causes the virus to spread.

A few commercial virus scanners can detect Word documents with viruses and remove them. Microsoft has also released a virus-checking program, but that program is probably worse than nothing at all because it gives a false sense of security to anyone who doesn't read the documentation very carefully. Microsoft's program only checks documents that you open with Word's Open command; it ignores files you open by double-

continued on page 218

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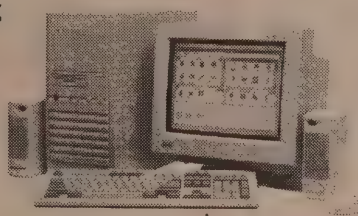

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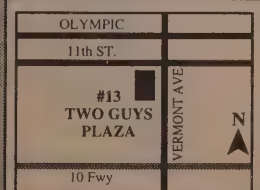

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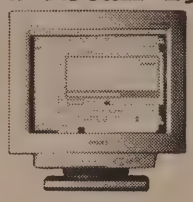

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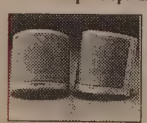

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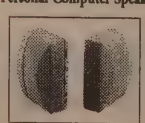

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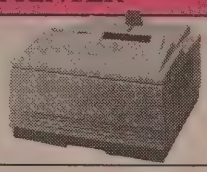

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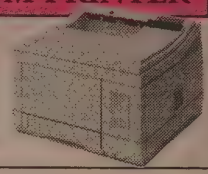

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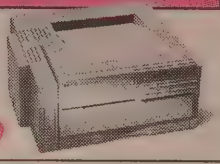

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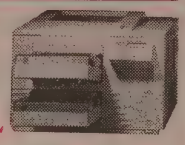

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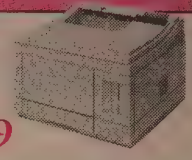

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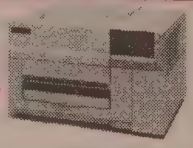

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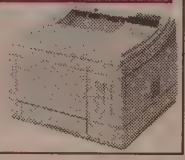

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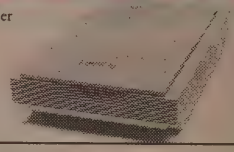

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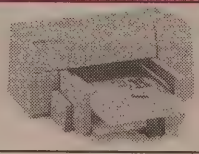

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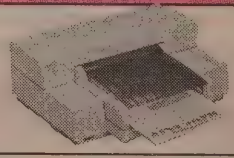

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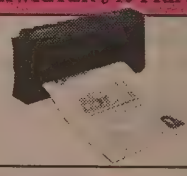

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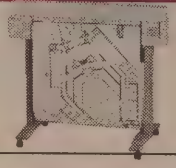

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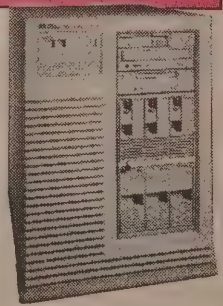

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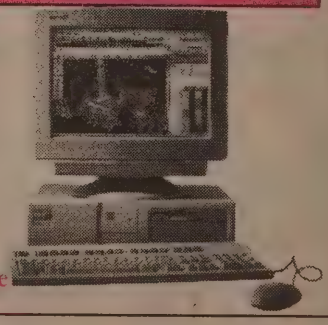

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REALIZABLE FANTASIES • BY JIM WARREN

Arg! Politicians Have Discovered The Internet

And It's Getting Ugly Out There

[Editor's note: To our regret, Jim Warren has requested a leave of absence, "for at least several months, perhaps longer, to see if there's life beyond the keyboard." Therefore, this will be his last column for the time being, until we can persuade him to return. –ME]

The Internet has been around since the early '80s. It survived early funding by the government. It survived more recent reduction of funding and widespread privatization. It grew, prospered, and served more and more millions of users in myriad ways.

But then the new kids defaulted into the White Haus; Tipper's hubby touted the National Information Infrastructure (NII); and sometimes for the better—too often for the worse—posturing politicians discovered the global Internet.

However, it's unclear whether many of them have the slightest idea about the ramifications of its global nature. They are blithely rushing forward to censor, surveil, regulate, rip off, control, and sometimes confiscate the net and citizens' access thereto.

We may look back and sadly conclude that 1993 through 1995 were the final glory years of the Internet.

Surveillance Is US

By 1994, power-hungry bureaucrats had recovered from the horrifying specter of citizens actually communicating freely and globally, and goose-stepped forward to impose their controls on the law-abiding (and only the law-abiding).

First, the Beltway's enforcers terrified the naive ex-governor from a backwoods rural state who had stumbled into the presidency into believing that the sky would fall and the Ayatollah would take over the nation (now that the Soviets were no longer a believable enemy) if US citizens and American businesses were allowed to enjoy any presumption of innocence and use globally available uncrackable cryptography for their privacy protection.

(The FBI had already helped persuade the European cell-phone standards group to discard their plans for truly uncrackable voice and phone-ID security, right before it was to be adopted for second-generation Euro cell phone designs, just as they've continued to blockade US cell-phone security lest they be unable to listen whenever they wish. Insecurity for all, to surveil the few.)

So, the simply suckered Prexy proposed the Clipper Chip principles, advocating that anyone who wanted any pretense of privacy must first give their security keys to the government—in particular, to the executive branch, with no independent oversight by the legislative or judicial branches, thank you very much.

But the net beat back (so far) this idiotic attack on freedom and privacy, to the embarrassment of our so-called leader, who still grovels under the boot-heel of his enforcers. Lest someone whisper, "Soft on crime," he continues to demand laws to trash law-abiding citizens' privacy and business security, all for the comfort and convenience of whomever's in power.

Next, he and the congressional Democrats, led by Rep. Don Edwards (D-San Jose) and Sen. Pat Leahy (D-VT) rammed their half-billion-dollar National Wiretap System down our throats—as a present to the former Land of the Free, introduced on the exact 20th anniversary of Nixon's resignation because his Watergate team didn't have such technology. It must be installed in all the nation's phone systems by October 1997, under threat of a $10,000-per-day penalty, if those who control Congress will just appropriate the already authorized funds.

(But, gee, they "only" want enough undetectable circuits throughout the nation to be able to wiretap up to "1% of the engineered capacity" of all urban phone systems, and 1/400th of all phone circuits in the safest communities. Simultaneously!)

As a wonderful addition to the surveillance legislation of 1994, Congress and the kids in the White House got into the repression business big time in 1995 with the strong bipartisan passage of Sen. Jim Exon's (R-NE) Communications "Decency" Act (CDA).

By January of this year, they'd made it a federal felony to exchange by "any telecommunications device"—phone, fax, or datacomm—any comment or image that was "indecent." And Clinton's "Justice" Department is now zealously defending this rich buffet of capricious prosecutorial opportunity-for-the-publicity-prone against plaintiffs who are claiming that such massive, undefined government censorship violates First Amendment freedoms of private and public speech, press, and assembly.

California is worried about all that awful business that's being conducted via the Internet without paying the state a kickback—uh TAXES.

Just think: If the CDA is upheld, then evidence presented in trials of its violation could not be

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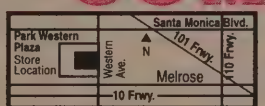

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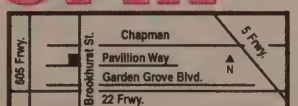

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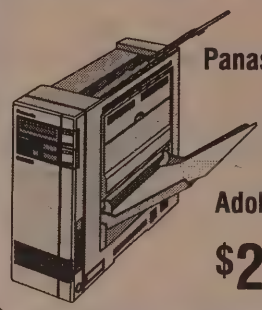

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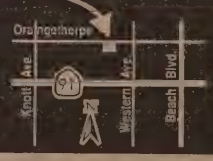

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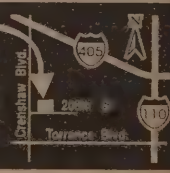

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Fantasies *continued...*

faxed to prosecutors and would have to be censored from online public court records—to say nothing of the endless classic and current novels, documentaries, medical texts, world-renowned art, and candid political dissent that will have to be sanitized lest some word or image annoy someone or fall into the hands of anyone under the age of eighteen, including university students.

And not to be outdone by the "radical right's" effort to have government replace parents, Silicon Valley's so-called representative, Anna Eshoo (D-Atherton), has called for prohibiting Internet access to anything that could be "harmful to children"—to assure that net users will have access only to content acceptable on a kindergarten playground.

"Radical left" groups have already called for government censorship of politically incorrect speech and fiction, while Senator Di Fi (Feinstein, D-CA) wants to prohibit net access to chemical information if it can be used for bomb-making! (Perhaps it's just her way of making sure that kids study their junior high school chemistry books and learn to use libraries—from which almost all such Internet files were copied.)

Cartel Covetry

Aside from the long-term demolition of freedom and privacy that Congress and Clinton are zealously pursuing under the censorship and wiretap laws, probably the greatest danger to the greatest number of businesses and citizens is the "deregulation" of the telecommunications giants—the nation's government-founded telecomm cartel—with few protections to assure that the cartel will ever allow *real* competition to develop at all, much less develop rapidly.

In January, Congress finally passed the Telecommunications "Reform" Act, and Willie Clinton gleefully signed it into law, praising the joys of a communications monopoly that was no longer regulated. Small wonder that this occurred—the cartel paid tens of millions of dollars to Democrats and Republicans alike to purchase this special interest legislation.

Here are some tiny tastes of how this bill will immediately "benefit" people:

• In preparation for the bill's passage, Pacific Bell and other regional Bell operating companies (RBOCs) applied in December for a *100% increase* in their ISDN rates and per-minute charges.

• For those who use *data* communications, the established telecom giants are already escalating their demand for by-the-byte fees for residential and business modem use.

• At the same time, one of the cartel's beltway bandit organizations—the so-called America's Carriers Telecommunication Association (ACTA, a trade association of long distance carriers that claims to have 130 members)—rushed over to the Federal Communications Commission (FCC) on March 4. It whined that the FCC should *regulate* companies that sell software or hardware that can be used for voice communications via a computer net ("Internet phone"), and *prohibit* use of the Internet for unregulated long distance services that would compete with them!

Regulate All Net Content!

Additionally, ACTA asked the FCC to consider establishing rules governing *all* use of the Internet for the provision of *any* telecommunications services. The FCC leaped to comply,

For those who use data communications, the established telecom giants are already escalating their demand for by-the-byte fees for residential and business modem use.

issuing a call for public comment on March 8, to end April 8, with responses to the comments closing two weeks later, (but see next section). Who says a bureaucracy can't act fast—when big political donors ask for it?

It said, "The Commission's goal in seeking comment is to develop a record on which to base a decision about whether or not the issues raised by the outside party merit consideration."

So much for deregulation and competition.

The FCC Beltway Hustle

There was apparently enough of a stink about the rush to judgment in the ACTA request that the Commission later stated the following. (Quote is taken from *http://www.fcc.gov* ; I'm including just *part* of their official gibberish, just so you can see the barriers that beltway bureaucrats erect against informed *citizen* participation.)

"We hereby establish a consolidated pleading cycle for all of ACTA's requests. This proceeding will be treated as non-restricted for purposes of the Commission's ex parte rules.

"Because of the complex issues implicated by the ACTA petition, the deadlines for filing comments on the petition are hereby extended. All comments on ACTA's petition should be filed on or before May 8, 1996, [this deadline is virtually useless for publicity via monthly computer magazines!] *and all reply comments should be filed on or before June 8, 1996. Commenters should file an original and four copies of their comments with the Office of the Secretary, Federal Communications Commission, 1919 M Street, N.W., Room 222, Washington, D.C. 20554. A copy should also be sent to Wanda Harris, Common Carrier Bureau, FCC, Room 518, 1919 M Street, N.W., Washington, D.C. 20554, and to the Commission's contractor for public service records duplication: ITS, Inc., 2100 M Street, N.W., Suite 140, Washington, D.C. 20037.*

"Informal comments [which may carry some "informal" weight with the Commissioners in this election year—if there are a helluva lot of 'em!] *in this proceeding may also be filed via electronic mail to <rm8775@fcc.gov>. All filings in this non-docketed proceeding should reference RM No. 8775.*

"The full text of the petition, and the comments and reply comments will be available for inspection and duplication during regular business hours in the FCC Reference Center, Federal Communications Commission, 1919 M Street, N.W., Room 239, Washington, D.C. 20554. Copies may also be obtained from International Transcription Service, Inc. (ITS, Inc.), 2100 M Street, N.W., Suite 140, Washington, D.C. 20037 (202/857-3800). ...

"For further information, contact Kevin Werbach, 202/418-1597, of the Common Carrier Bureau."

No, there was no other indication that the FCC was going to make the petition, comments, or replies available on the net, much less accept formal/official public comments by email.

Why, hell, *that* would make it easier for folks *outside* of the beltway to participate in their own regulation!

This effort by established telecom carriers to use the FCC to prohibit real competition and impose complete federal control over Internet content is just *one* example of what's going on with telecom policy, which will impact almost every citizen, every day.

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Fantasies *continued...*

In the next few months, on a rat race schedule that's more than 150 kilobytes long, the FCC plans to complete more than eighty rule-makings to implement the Telecommunications Reform Act, which almost completely changes telecom policy of the last sixty-two years!

Is that what *you* call a responsible, deliberative public-policy process?

If you care about having the *option* to be informed of these issues in a timely manner and to participate in the process of governing your telecom services, fax and email each of the FCC commissioners right now, and do the same to Willie and Al at *www.whitehouse.gov* .

State Gets In The Act

Lest you think it's only federal politicians and beltway hustlers who are rushing to regulate the net, here are the California's Senate bills (SB) and Assembly legislative bills (AB), and the Governor's Reorganization Plan (GRP) that include the words "computer network" as of March 25. (I quickly extracted them from the Legislative Data Center via the state Senate's stellar Web page at *http://www.sen.ca.gov* .)

AB 4 Government information: public access.
AB 203 Supercomputer center: San Diego.
AB 295 Pornography.
AB 536 Educational technology.
AB 1026 Elections: ballots: judicial candidates.
AB 1079 State Human Resource Investment Council.
AB 1302 Education technology.
AB 1925 Political Reform Act of 1974: campaign statements.
AB 2191 Trade secrets: definition.
AB 2397 Postsecondary education: California Competitive.
AB 2546 Political Reform Act of 1974: electronic filing.
AB 2707 Pupils.
GRP 2 State government reorganization: energy resources.
SB 1 Department of Information Technology.
SB 68 Political Reform Act of 1974: campaign statements.
SB 323 Records.
SB 452 Administrative regulations.
SB 718 Taxes: State Board of Equalization.
SB 1294 State lottery: video gaming.
SB 1533 Unauthorized electronic use of trademark.
SB 1558 Counterfeit computer software: forfeiture.
SB 1732 Health care service plans.
SB 1809 Postsecondary education: community colleges: Cal.
SB 1898 Department of Information Technology.
SB 1910 Administrative regulations.
SB 2026 Dental health.

California Internet Taxes

Among other things, the state is worried about all that awful business that's being conducted via the Internet without paying the state a kickback—uh taxes. SB 1384, which interestingly didn't turn up in the above search, would create the "California [originally it said "Internet"] Sales Tax Review Commission to examine the extent to which sales tax rates in California affect location and expansion decisions of employers who sell, or plan to sell, goods or services over the Internet, or put the state at a competitive disadvantage with other states in attracting businesses that sell, or plan to sell, goods or services over the Internet, and the extent to which any com-

continued on page 227

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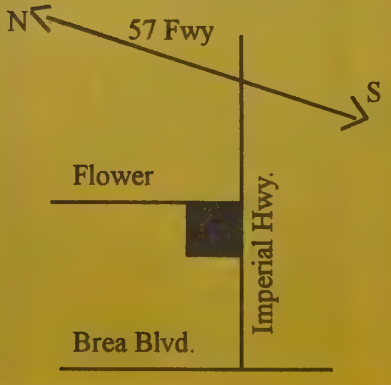

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CACHE: ○ 64K ○ 128K ○ 256K ○ 512K

RAM: ○ 1MB ○ 2MB ○ 4MB ○ 8MB ○ 16MB ○ 32MB ○ 64MB ○ 128MB

HARD DISK DRIVE: ○ 100MB+ ○ 300MB+ ○ 500MB+ ○ 1GB+ ○ 4GB+
○ IDE ○ SCSI ○ 200MB+ ○ 400MB+ ○ 700MB+ ○ 2GB+ ○ 8GB+

MONITOR: ○ SVGA ○ VGA ○ MONO ○ 26 DPI
○ 14" ○ 15" ○ 17" ○ Non Interlace ○ 28 DPI
○ 20" ○ 21" ○ Multisync

FLOPPY DRIVE: ○ 1.44MB and/or ○ 1.2MB

FAX MODEM: ○ Internal ○ External ○ 9600bps ○ 14400bps ○ 28800bps

CASE TYPE: ○ Mid Tower ○ Desktop ○ Full Tower

VIDEO CARD RAM ○ 512KB ○ 1MB ○ 2MB ○ 3MB ○ 4MB

POINTING INPUT DEVICES: ○ Any Mouse ○ MS Mouse ○ Keyboard ○ Serial ○ Bus ○ PS2 ○ Trackball ○ Joystick ○ Ball Point ○ Pen

OPERATING SYSTEM NEEDED: ○ Windows 95 ○ OS2/Warp ○ Win NT ○ Mac ○ UNIX ○ DOS/Windows 3.11

STEP THREE: MULTIMEDIA UPGRADE

○ Please Add To Step 1 & 2 Quotation ○ Please Quote Me Separately

CD ROM DRIVE: ○ Internal ○ IDE ○ SCSI ○ External

CD ROM TITLES INCLUDED: ○ 1-5 ○ 5-10 ○ 11+

SPEED: ○ 2X ○ 4X ○ 6X ○ 8x

○ BRAND NAME ○ No Brand Name Preference

CD ROM Brand Name and Model Number

SOUND CARD: ○ 16Bit ○ 32Bit

SPEAKERS: ○ Less Than 25W ○ 25 to 50W ○ 50 to 75W ○ More Than 75W

STEP FOUR: NOTEBOOK SECTION - Please Note You Must Make Choices In Steps 1 & 2 To Complete Step 4

SCREEN TYPE: ○ Mono ○ Dual Scan Color ○ Active Color

PCMCIA SLOT: ○ Type I ○ Type II ○ Type III ○ Type IV

○ Audio Capable ○ Docking Station ○ Extra Battery
○ Fax Modem ○ CD\MultiMedia

STEP FIVE: NETWORKING NEEDS:

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STEP SIX: UPGRADES & PERIPHERALS:

○ Ink Jet Printer ○ Tape Backup ○ Accelerator ○ Digitizer
○ Laser Printer ○ Color Printer ○ Dot Matrix Printer ○ Flat Bed Scanner ○ Hand Scanner ○ Zip Drive

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LETTERS

Business, The Net, And Scientology

Our Readers Comment

Some months *back, we published an article by Chris Bucholtz (www.microtimes.com/COS.html) summarizing the ongoing legal conflict of the Church of Scientology (COS) with some of its dissident former members, based on the latter group's penchant for using the Internet to publish documents variously regarded as sacred mystery, trade secret, and intellectual property by the Church. Subsequently we published a response (www.microtimes.com/COSreply.html) to that article by Scientologist Jeff Quiros, and invited reader response.*

The ongoing (and worldwide) legal battles revolve around issues that become crucial as the net enables near-effortless copying and distribution of just about anything capable of being digitized. Some points are relatively unique to the case (e.g. whether the Church did or did not allow the copyrights to lapse on some of the documents in question), but others have far broader implications, and are far from resolution. For example:

•What constitutes "fair use" of copyrighted material?

•Does the reading of copyrighted material into a public record (in this case, a court transcript) functionally void the copyright by entitling all and sundry to freely copy it?

•What legal responsibility, if any, do sysops, ISPs, online services, and the like have for user-posted content that passes through their systems?

All these issues are integral to online publication and commerce of many sorts, with implications far beyond those affected by an internal religious dispute.

Alas, much of the online discussion of all this centers less on the thorny legal problems than on name-calling and silliness ranging from the hilarious to the mind-numbing. No sooner did the Church finally unveil its Web site (www.scientology.org), which was quite huge, than its adversaries howled that this was obviously done to push their *pages to the bottom of the Altavista listings. Squabbling over one-way links also ensued. In the war of dueling press releases that seemed to describe mutually exclusive universes, the COS claimed victory in a Dutch court case despite the fact that the defendants were allowed to continue their publication unmolested and the Church was required to pay their court costs.*

And indeed, some of our mail ran to the same sort of themes, with both "What part of 'Elron copyrighted those writings' don't you understand?" and "L.Ron.Hubbard.die.die.die" figuring prominently.

Nonetheless, we're pleased to bring you a representative sampling of the many thoughtful responses, and invite your comments.

—ME

I am a design engineer for Hewlett-Packard. I deal in intellectual properties daily. I consider my design work to be something that I created as an employee of my company, and that it owns it absolutely. If I started publishing my design work on the Internet I would be guilty of a serious breach of confidence, as well as actual theft. I am honest about the use of copyrighted software, etc., because I would be a hypocrite not to.

Thus, while I am militantly opposed to any suppression of a channel of expression in any form, I don't understand how someone can justify stealing another group's intellectual properties. Actually publishing it is heinous to say the least, as it is virtually destroying its value to the originator.

Derek H. Geer
San Diego

Two words get my attention from the article in the January 5th (Issue #146) of *MicroTimes* ("Scientology For The Internet: A Response From The Church"): "apostates" and "copyright."

It would have been best for Jeff Quiros to not refer to ex-Scientology members as apostates, given that he follows the "ethical standards demanded by the church." Such negative labeling of former members does not present a positive image of the organization and may confirm the suspicion of others that the organization can't be trusted.

What concerns me about "copyright" is: why should a supposed non-profit, religious, helpful, loving, caring organization have secrets that require copyright? (I understand that it costs a lot of money to experience these higher modules of insight.)

Name Withheld By Request

Mr. Quiros' red herrings aside, the Church of Scientology is doing everything it can to suppress public discussion of its inner beliefs. One Scientology lawyer, Helena K. Kobrin, has threatened people with lawsuits after they posted *six lines* of Scientology material for discussion—an amount which can hardly be thought to have exceeded the "fair use" provisions of US copyright law.

If this is an example of Scientology's advocacy of free speech, I would love to know what their definition of censorship is.

Jeff Lee
via Internet

If ownership is so carefully protected by law, only the lawless would usurp intellectual property.

If the intelligent develop intellectual property, some less-bright think they cannot develop

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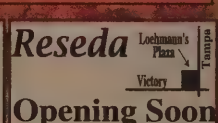

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Letters *continued...*

ideas on their own—or they cannot earn enough given their intelligence to acquire it honestly. Often they're mistaken. It's not a function of their intelligence, but their diligence.

Communal ownership is the core of communism. Socializing intellectual property will give us the same poverty in intellect-land that economic communism brought Cuba, USSR, etc. No one will produce because the lazy will steal the rewards.

Jon von Gunten
via Internet

The essence of the issue is Fair Use. It is patently unrealistic to expect telecom carriers or Internet Service Providers to engage in the kind of analysis necessary to determine whether a subscriber is making fair use of copyrighted material. Fair use is in fact a legal conclusion that only a court of law or similar tribunal can draw.

The effect of the COS's relentless legal bullying is to intimidate critics and to scare carriers. Indeed, such is the organization's official policy, published in numerous church issues.

John Covell
San Francisco

I'm not an attorney, nor could I say I'm anywhere near conversant with the Internet (having only recently gotten somewhat familiar with AOL), nor can I say that I'm familiar with what's apparently been a long-standing battle on this issue.

However, as Executive Director of an artists' foundation, the members of which are mostly visual artists, I am deeply concerned about ensuring that the appropriate protections for artistic and intellectual properties remain in place in this exciting medium.

As Mr. Quiros says, those with questionable ethical standards may decry infringements on their "freedom" to rip off anothers' creations. Criminals very often have their unethical acts very "well justified" (to themselves, at least).

In my point of view, whoever may be involved in the intimacies of creating whatever it is they create (whether it's one of our artists, a journalist, or a Scientologist) is entitled to the freedom to retain *their* rights to *their* creations.

I see nothing wrong with ensuring that proper sanctions are in place (and *enforced*) to curb those who might be inclined to steal, however they might attempt to justify the rip-off.

Michael Genung
Hellenic American Artists' Foundation
HellenicAA@aol.com

I think most people would support the proposition that it is proper to take legal action against those who unfairly violate copyright law. And that claiming free speech is no defense for the perpetrators.

However, I am concerned that Jeff Quiros did not address the point raised in the Bucholtz article, of the *method* which the Church of Scientology has used to protect its legal interests. Although it is *not* chilling to sue the person who *posts* copyrighted materials, it *is* chill-

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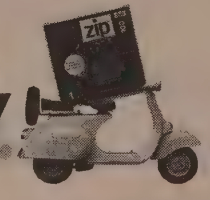
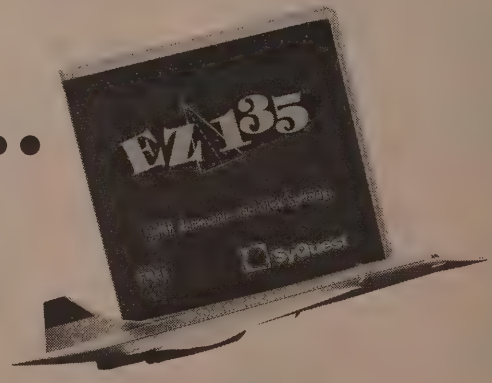
Why  ...



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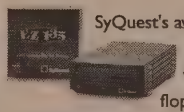

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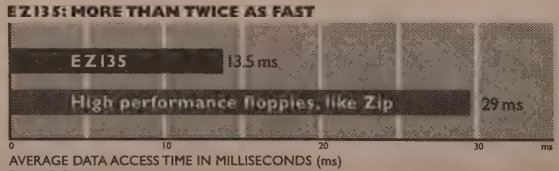

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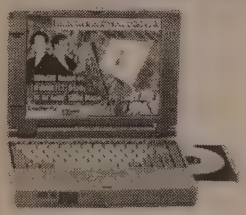

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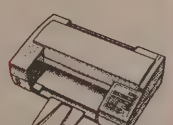

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Letters *continued...*

ing to sue the unknowing or innocent *carriers* of such information.

I think that is the issue which now needs to be addressed.

Service providers are not and should not be in the position of censors with regard to information they handle. I think few people would support the proposition that it was proper to prosecute or sue a postman who inadvertently delivers a mail bomb; or a librarian who provided a reference on explosives; for to do so would punish a hard working and helpful person instead of a criminal.

It is all one person can do to read a few hundred postings daily, and respond to a handful of them which are of particular interest. How would a BBS operator or Internet service provider scan thousands, hundreds of thousands or millions of messages daily—even if he wanted to, or was compelled to by some legal requirement?

I am concerned that, absent a clear Church policy on this point, Scientology will continue to be criticized, perhaps undeservedly or unnecessarily, by people with legitimate concerns about free speech on the Internet, and who hear information—or misinformation—about Church tactics against providers.

I would like to hear any comments that Jeff Quiros might have that would clarify this matter.

Bill Cassady
San Anselmo

Jeff Quiros responds: If it were true that the service providers the Church has taken legal action against were actually "unknowing" or "innocent", then I would agree with the writer. The ISPs in the Church cases were only sued after they ignored formal requests from the Church that they take action against specific acts of infringement and, if the acts were repeated, specific customers who were violating US copyright law.

This is where the "innocent" postal employee analogy breaks down. What would you think of a mail carrier who knew a package contained a bomb and went ahead and delivered it anyway?

The fact is that most service providers already have or are in the process of formulating policies for responding quickly and responsibly to notification of infringement by copyright holders.

According to a December 13 article by Mark Walsh in the San Francisco Recorder, *major online companies have expressed support for San Jose US District Judge Ronald Whyte's preliminary ruling for the Church in its case against Netcom last November.*

The article explained that, because it had turned a deaf ear to Church complaints of specific instances of copyright infringement, the judge ruled that Netcom could be held liable for contributory infringement.

As for the impossible burden on service providers to monitor every bit of every gigabyte that passes through their systems, I agree with the writer. The Church has only asked that very specific, exactly named files originating from specific, named accounts be removed.

This argument is but another red herring repeated by the infringers and their attorneys to confuse the rather simple issues. ■

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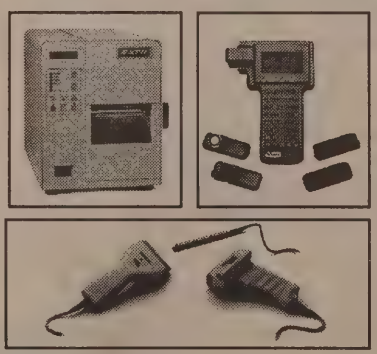

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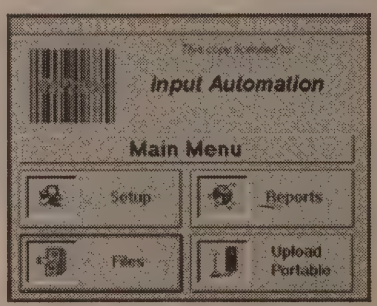

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GUEST EDITORIAL • BY SKY DAYTON, CEO, EARTHLINK NETWORK, INC.

Making Some Sense Of The Madness

The Natural Evolution Of The Internet Industry

While something *akin to gold-rush fever is commonplace in writing about the Internet, not much has been written about the underlying structure of the industry, specifically as it affects business relationships and natural alliances.*

In this paper, Earthlink founder and CEO Sky Dayton offers a concise perspective on the industry's likely evolution.

—eds.

Only two years ago, the Internet was virtually unknown in the mass-consumer market. Today, it is a phenomenon reshaping global communications for millions of people. Almost every industry is touched by the Internet's momentum. It is growing faster than any other new technology industry in history, and it is changing the way people interact.

In many ways, the Internet's communications properties have acted as a catalyst to its own growth, making it a self-fueling entity.

Despite its growth and assimilation of whole industries, however, the Internet is still a nascent market. Many in the industry fear a backlash if the Internet fails to deliver on its hyped potential fast enough. Even now, media pundits have begun to circle overhead looking for the opportunity to strike and be the first to predict such a backlash.

Most agree the Internet will be the foundation of what some call the "Information Superhighway," a communications system that will tie together all existing voice and data applications on an open, inexpensive, and fast network. But the current Internet industry lacks a clear definition of how it will mature toward this vision.

As in all markets, maturity will bring segmentation of products and services within the industry. This segmentation has not been understood for the Internet market.

Need For Definition

There is a clear need for a segmentation map of the Internet industry. Without some sort of guideline of how the market will mature, companies will find it difficult to put their potential products and services in context with other companies.

Many companies today are pursuing unrefined "Internet strategies." Thousands of startups are also clamoring to produce products and services for the Internet. Investors hoping to cash in on the craze are buying any stock with the word "Internet" attached to it, and analysts are having a hard time differentiating thousands of new product and service offerings.

Companies that don't predict segmentation will have their offerings segmented by the market nonetheless. Hundreds of companies, from startups to blue chips, went through this experience in the PC revolution.

This paper will provide participants in this new industry with a guide to the coming segmentation. It will allow them to better define and position their offerings in the context of one another.

The basic premise is that Internet market segmentation is based on the structure of Internet networks themselves.

The OSI Model

The Internet marketplace is already segmented in a way that is analogous to the basic architecture of networking. Network architecture is best defined in the Open Systems Interconnection (OSI) model developed by the International Standards Organization (ISO) over the past fifteen years.

The OSI model was developed to provide an open-standard reference for network development. It lets network developers work on different parts of the same networking problems in a way that ensures their final work is compatible with other developers' work.

The OSI model describes the building blocks of all networks. It lays out how a network is built, from the foundation up.

Computer networking began as a wire connecting two computers. In order to communicate, the voltage on the wire was modulated. As networking evolved over the years, engineers began building from the bottom up, one layer at a time, with each successive layer allowing greater network functionality.

Much of today's networking technology, including the foundation protocols of the Internet, TCP/IP, was developed without direct reference to the OSI model. So were hundreds of other protocols. However, OSI is an attempt to put networking protocols in context.

Recently we have seen many failed partnerships between cable or telephone companies and computer software and hardware companies. They are a world apart, as the OSI model shows. The best partnerships will be between companies occupying neighboring layers.

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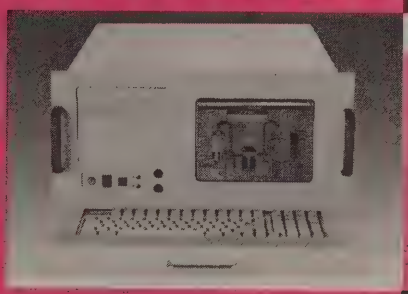

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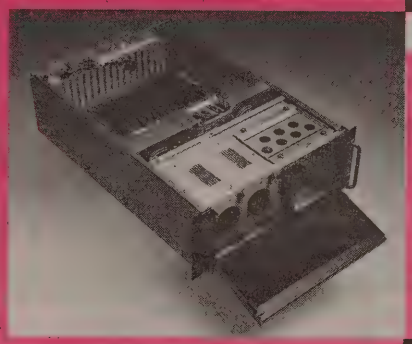

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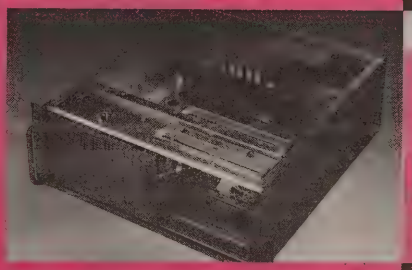

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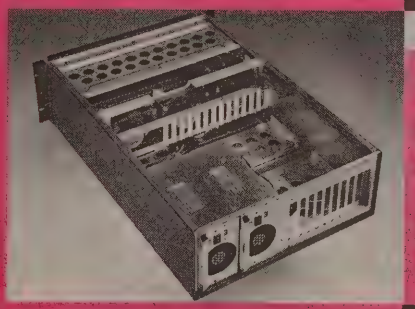

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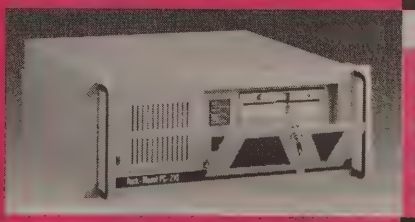

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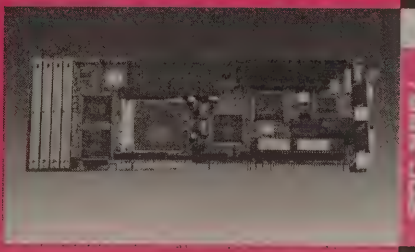

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Guest Editorial *continued...*

Understanding The OSI Model

Here is the OSI model:

LAYER	NAME	DESCRIPTION	EXAMPLE
7	Application	The communications applications themselves.	email, file transfer, client/server applications. Applications such as Netscape and Eudora talk to this layer.
6	Presentation	Syntax for data conversion makes session layer available to application layer.	ASCII, binary conversion, encryption and decryption, sockets
5	Session	Starts, stops and governs transmission order.	Sockets, synchronization
4	Transport	Ensures delivery of the completed message.	TCP, SNA, UDP
3	Network	Routes data to different networks. Forms packets.	IP, x.25, IPX, AppleTalk, Routing
2	Data Link	Transmits from node to node. Divides bits into frames.	Ethernet, Token ring, Frame Relay, Bridging
1	Physical	The connection medium. The hard, physical connection.	RTS, CTS, RS-232, copper, fiber, wireless.

The access sector of the Internet market is currently populated by Internet access and cable and telephone providers. Each company in the access sector can be plotted on the OSI model above.

My own company, EarthLink Network, is an Internet access provider focused on the consumer market in North America. For most of our network, we purchase layers one through four from our partner, UUNET Technologies. They deliver TCP/IP packets (layer four) to our customers over dial-up modem lines in hundreds of cities. They in turn purchase layers one and two from local telephone companies. These companies deliver dial-tone or other data link layer two services to UUNET.

If UUNET can send a ping (a TCP/IP packet from one point to another) to our customer, their job is done—the customer has an Internet connection. We take over at that point and deliver the services the customer uses to communicate on the Internet: email, Usenet, ftp, Web, etc. These services operate on layers five to seven.

Early analysts might have seen our relationship with UUNET as competitive. But we predicted industry segmentation and recognized we were complementary. UUNET decided to focus its business on layers three and four principally. It buys layers one and two from carriers and packages the whole thing up into a fourth-layer product.

Likewise, we don't consider telephone or cable access companies to be competitive currently. Though they are pursuing Internet access strategies, their core business is on layers one and two. With the recent wave of deregulation, it is detrimental for them to leave layers one and two unguarded from major new competition to pursue a completely new business on higher layers.

Other Internet access providers, such as Netcom and PSI, have attempted to build five layers at once, all during massive growth. While this strategy made sense early on, these companies will now have to defend many more layers against competition. Their competition will specialize more and more on one or two layers, resulting in better efficiencies than Netcom or PSI could ever have on a multi-layered strategy.

OSI Model Applied To All Internet Industry Sectors

The OSI model defines how the technology of the Internet underlies the segmentation of its products and services. The industry can also be subdivided into sectors which classify the different types of products and services available on these network layers.

The Internet currently has six market sectors: hardware, software, access and infrastructure providers, service providers, content providers, and expertise. In order to see how companies in each of these sectors operate in the context of one another, all can be classified on the OSI model. Here is a random sampling of companies in each sector:

continued on page 232

NAME	HARDWARE	SOFTWARE	ACCESS	SERVICES	CONTENT	EXPERTISE
Application	Apple, Intel, Sun, SGI, HP	Netscape, Netmanage, Quarterdeck	Netcom, EarthLink, PSI	Yahoo, Excite, Cybercash	AOL, CIS, Prodigy, CNN, WSJ	CKS Group, Intellimedia
Presentation	Sun, SGI, HP, IBM	Netscape, Quarterdeck RSA	Netcom, EarthLink, PSI	RSA, Cybercash	AOL, Prodigy, CIS	
Session	Sun, SGI, HP, IBM	Xing, RealAudio, VocalTech	Netcom, EarthLink, PSI		AOL, Prodigy, CIS	
Transport	Cisco, Bay Networks, 3Com, Stratacom	FTP, Netmanage, Network TeleSystem	UUNET PSI, BBN, Concentric, MCI		AOLNet, CIS, Sprintnet, ANS, Tymenet	Anderson Consulting, EDS, Perot
Network	Cisco, Bay Networks, 3Com, Stratacom	FTP, Netmanage, Network TeleSystem	UUNET PSI, BBN, Concentric, MCI	Network Solutions	AOLNet, CIS, Sprintnet, ANS, Tymenet	Anderson Consulting, EDS, Perot
Data Link	US Robotics Ascend, ADC, AT&T	AT&T, NorTel	AT&T, Sprintlink, MCI, TCI LDDS		Sprintnet, AT&T, MCI, LDDS	Anderson Consulting, EDS, AT&T, MCI
Physical	AT&T, AMP, Graybar	AT&T, NorTel	AT&T, Sprintlink, MCI, TCI LDDS, MFS		Sprintnet, AT&T, MCI, LDDS	

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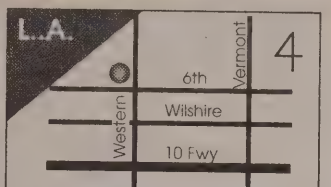

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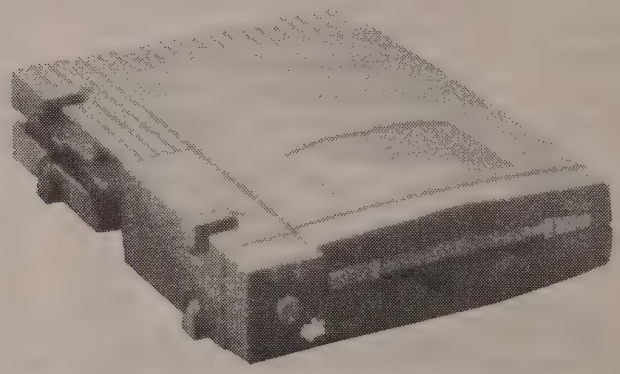


While older portables continue to satisfy our basic computer needs, older hard drives are increasingly too small for all of the applications and files we carry around. It seems a shame to replace an otherwise perfectly good computer just because of the hard drive problem. Iomega recently introduced a new solution.

The Iomega Zip drive is a new kind of drive. The disks look similar to a standard 3.5" floppy—just a bit larger. The real difference is that each disk holds up to 100MB of information. The addition of a single disk will increase your computer's storage capacity by 100MB—an amount that might easily double the capacity for older portables. The great thing, however, is that you are not limited to a single disk. While the storage capacity of these disks rivals a small hard drive, the disks are in fact more like floppies. They can be easily inserted, swapped, stored, and carried. The disks are available singly, in three-packs, or in packages of ten. Each disk costs $22.95. Iomega also sells a 25MB disk for $11.95. Either size allows you to assign specific jobs or applications to different disks. The end result is that you should never run out of hard disk space.

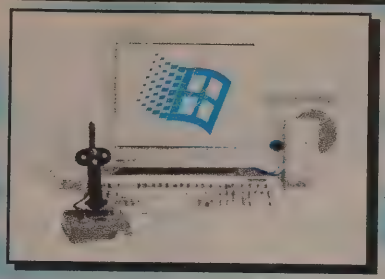
The Zip drive comes in a small package, measuring 5.25" x 7". A separate power supply comes with the unit. In the near future, Iomega will be introducing a battery pack for people on-the-go. They have not yet announced a price. Installation is simple—just plug an included cable between your parallel port and the Zip drive. Your printer can plug into the back of the Zip drive so you do not have to make a choice between the Zip drive and your printer.

Software comes in two parts: Installation software comes on a 3.5" floppy drive while many of the utility files are on a Zip disk. Installation takes several minutes and works easily from within MS-DOS or from any variety of Windows. Your computer reads a Zip drive as the next available drive letter. In many cases, it will be the D drive. From that point on, you simply log onto that drive or set your system up to access that drive for certain projects. I was curious to know if, once I had installed the Zip drive, I could use my computer without the drive attached. There was no problem. I can move the Zip drive between computers at home or on the road without any worries.

The data transfer rate is fast, but the rate depends on how modern your computer is. Newer machines have faster parallel ports and therefore the transfer rate is better. Initially, the Zip drive configures itself at the slowest transfer rate. One of the included utilities will help you determine if a faster transfer rate is possible and automatically adjust to the fastest rate your computer will support.

The Zip drive is a convenient and economical way to expand the storage capacity of your portable or desktop computer.

The Zip drive offers lots of possibilities. You can increase the storage capacity of a single computer or use the drive to carry



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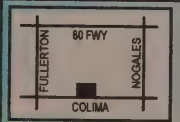

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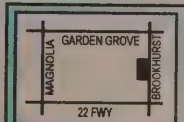

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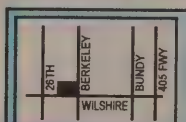

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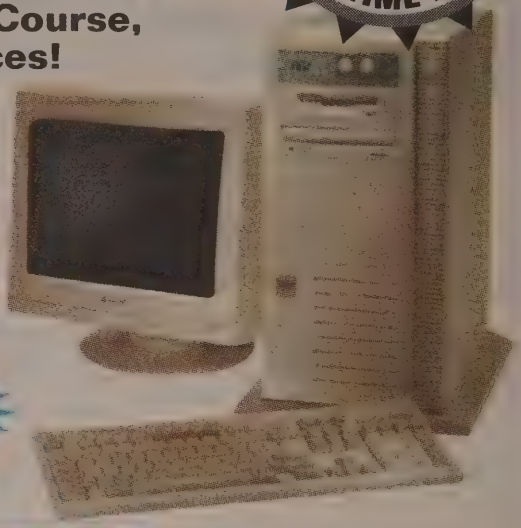

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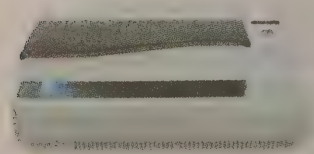

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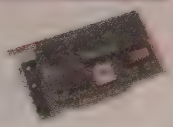

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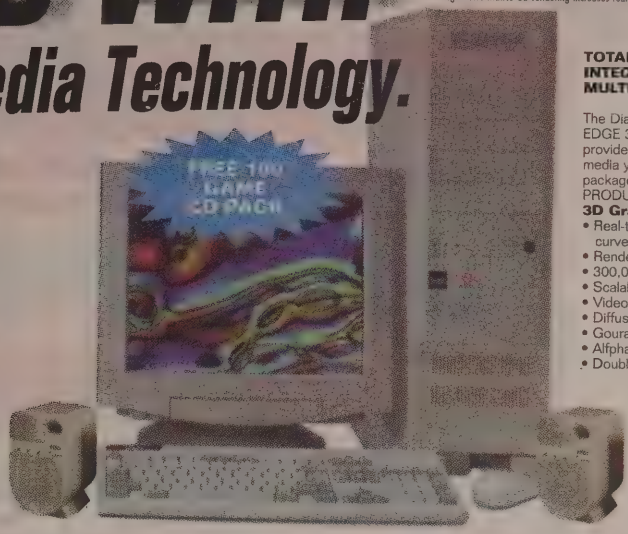

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work from location to location. You can, for instance, carry the drive and appropriate disk between your office and home. If you work with other companies, you can easily take your relevant files along with you. Iomega sells most of the parts of the Zip system separately. For example, this lets you have a power supply ($19.95) and connecting cables ($19.95) at multiple locations. Carrying cases are available in two sizes. One has room for just the drive and a few disks ($14.95) while the other also has room for power supply and cables ($29.95).

If you ever need to use the Zip drive with someone else's computer, or when you are travelling, the software offers a "guest" installation. This installs the drive quickly for a single session. Once the computer is rebooted, the installation of the Zip drive is removed.

The Zip is available in several different configurations, all of which list for $199.95. The model I tested is set up to connect through the parallel port, but is also available in a SCSI model. If you use it on a desktop Macintosh, it just plugs in. The PowerBook needs a Zip PowerBook adapter ($19.95). If you are using the SCSI model for a desktop PC, which makes it a breeze to move between a PC and a Mac, you will need the Zip zoom SCSI adapter ($59.95) card for your PC.

Iomega includes software for indexing disks. This convenient utility can index floppies as well as Zip disks. It will let you search the contents of a Zip disk or find which disk a particular file is on without having to sort through the disks themselves. If you have a large number of floppies or Zip disks this utility is a real time saver.

The Zip drive is a convenient and economical way to expand the storage capacity of your portable or desktop computer. While Iomega is a leader in this market, other similar products are available. You might want to look around to see which one best suits your needs. It looks like this is just the beginning for a new kind of storage device. ■

A "guest" installation installs the drive quickly for a single session. Once the computer is rebooted, the Zip drive is removed.

RESOURCES:

Zip Drive, $199.95
Iomega Corp.
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Computer of the Month:

Apple's PowerBook 5300c

If you want an IBM-compatible portable computer, you have a great number of manufacturers from which to choose. If you want a portable Macintosh, you get to select from a wide range of Apple PowerBooks. The argument between advocates of the Macintosh and PC platforms has gone on for years. One of the strongest pulls to the Macintosh side is that peripherals plug in and work the first time. No fussing to tweak peripherals into compliance.

One of the strongest arguments on the other side has been that you were isolated from other computer users when going on-the-road with a Mac. That argument carries less and less weight with every passing year. The newest Mac portables have software that lets you read disks formatted for a PC or install an MS-DOS formatted PC card hard drive into a PC card slot (PCMCIA). These files can then be read directly by Mac software. The only drawback was that you could not run PC applications. That problem, too, has been resolved in the newest Mac PowerBooks.

Insignia Solutions SoftWindows 3.0 allows PowerPC Macs to run Windows applications. For Macintosh users this software integrates the two platforms. Now the tables are turned and it is the PC users who are isolated!

This month, I examined the PowerBook 5300c. This notebook is powered by the PowerPC 603e microprocessor running at 100MHz. It comes in two configurations. The less expensive model includes 8MB of RAM and a 500MB hard drive. The premium model comes with 16MB of RAM and a 750MB hard drive. The difference in cost is about $600. The

PowerBook 5300c measures 11.5" x 8.5" x 2.2" and weighs 6.2lbs.

Apple is known for ease-of-use. The newest PowerBook is a dream. The keyboard is well designed. However, for a user brought up on PCs, the keyboard has a few surprises. First, the familiar PgUp, PgDown, Home, and End keys are nowhere to be found. Veteran users assure me that they do not miss these keys as the arrows and bar at the right side of the screen work well. Apple has moved away from trackballs and uses a trackpad, my favorite pointing device these days. Apple has a particularly good trackpad that can be adjusted for sensitivity through a control panel.

The active matrix display measures 10.4" diagonally. The notebook I examined came with 1MB of VRAM memory and supports thousands of colors. A less expensive model comes with only 512K of VRAM memory and supports only 256 colors. Not all users need thousands of colors. While the LCD is clear, you can attach the PowerBook to an external monitor through a port on the back and an optional special connecting cable. You can also attach VGA and SVGA monitors with the appropriate connecting cable.

A lithium-ion battery should last from three to five hours depending on your use. The battery will recharge in two to four hours from the included power supply depending on whether you are using the machine while charging or not.

There are two type II PC card slots, which can be used as a single type III slot if you prefer. In either case, the slots work elegantly. Rather than push a button to remove the card, you simply hit an icon and out pops the card. Fax modems, network cards, hard drive cards, and combination cards are available.

The floppy drive on the PowerBook is removable. A wide choice of devices ranging from hard drives to magneto-optical drives are available to fill the void. If you choose, you can even

The keyboard is well designed. However, for a user brought up on PCs, the keyboard has a few surprises.

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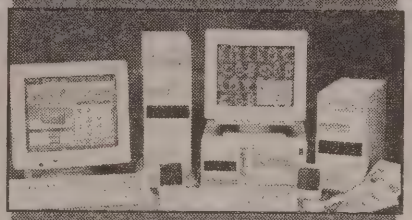

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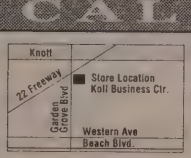

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The PowerBook is a multimedia unit with a built-in microphone and speaker as well as line-in and line-out jacks. The sound quality is 16-bit CD quality stereo.

As my first extended experience with a Macintosh, I can report that it was not a difficult conversion to make. After years of working with PCs, I still feel more at home in that platform, but I can see that it would only take a short time of working with a Mac to be completely at home in this environment. I feel like a foreigner quickly learning the customs of a new land.

Prices start as low as $1800 for a monochrome PowerBook 5300 and go all the way up to the $6000 range for a top-of-the-line 5300ce running at 117MHz. You can get on the Macintosh bus at nearly any price point in between. ■

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RESOURCES:

PowerBook 5300c, $3999
Apple Computer, Inc.
1 Infinite Loop
Cupertino, CA 95014
1-800-538-9696

SoftWindows, $299
Insignia Solutions, Inc.
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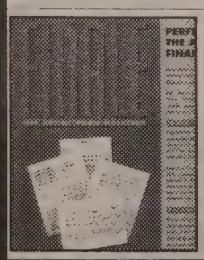

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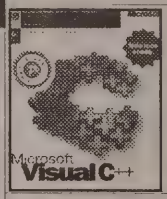

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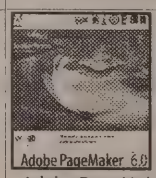

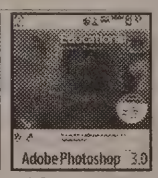

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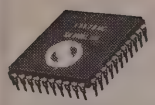
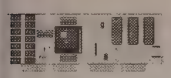
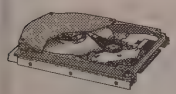


CPUs: Some 75MHz Pentium® processor-based computers are being sold as 90 or 100 MHz computers. Unscrupulous vendors are REMARKING the 75 MHz CPUs as 90 and 100 MHz. We have been approached to buy such remarked processors. We refused. The would-be supplier' s response, "Well you are about the only one that' s not using them. All your major competitors are!" Vendors that use these remarked CPUs set the jumpers on the motherboard to boot up the system at 90 or 100 MHz. As a result, processor reliability is jeopardized, the system may not boot up properly, and, of course, you' re being charged for something you' re NOT getting.

Memory: Watch for USED memory. A good indicator is mixed brands of chips on the SIMM module(s). Used memory is, by definition, not NEW. So why buy a new computer with used memory.

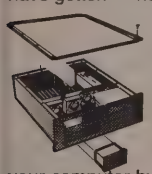


Video Cards: Check the type of video card and make sure you' re getting a local bus (VL-Bus or PCI) video card. Some vendors slip in an ISA (16-bit) video card — sometimes with less than 1 MB of memory. Likewise, watch for DRAM cards being used instead of VRAM cards on the high-end computers. Check the specification closely. Compare only the same brand and model video card.



Hard Drives: Make sure you ask whether the hard drive is new or REMANUFACTURED (i.e., used and rebuilt). Also look for enhanced IDE (EIDE) drives. They are much faster than non-EIDE if you have the corresponding hard drive controller. Without that controller, they are no faster. Don' t get taken by the guy trying to sell you a SCSI hard drive. There are very few system configurations which will benefit from a SCSI drive. Benchmark testing almost always proves the new enhanced IDE drives faster when running today' s real world Windows applications. SCSI drives are also more expensive and you' ll typically need a separate controller card — both add cost without value.

Motherboards: There have been cases where people people have purchased VL-Bus or PCI systems only to find their computer equipped with less expensive, outdated ISA motherboards (and cards). You really need to open up the case to confirm exactly what you have gotten — not just paid for getting.



Expansion Capability: In the case of some of the really major brand systems, watch out for SEVERE limitations on your ability to expand the capabilities of your computer by adding extra equipment. Those slick new streamlined cases may have NO capability to add an additional externally-accessible storage device--unless you use an external enclosure (added cost with limited added value for most users). Also watch closely for limited motherboard expansion slots. Once you add a sound card and modem, many of the major brands have NO room for expansion—so forget the MPEG card, TV tuner, etc.

Legal Software: Many new computers are being sold with illegal copies of DOS, Windows and other programs. You won' t find this out until you try to call the software supplier for support. Unscrupulous sellers can save almost $100 by using illegal copies of DOS and Windows. If you don' t receive disks and documentation, or at least the software license, there is no title transferred. If someone is offering to load software, with no disks or documentation, it may be pirated. Pirated software hurts all computer users by forcing everyone to pay more for new products and upgrades. Obviously, you also have nothing to prove ownership when you want to upgrade. To report a suspected software pirate, call Software Publishers Association at (800)388-7478.

FCC Class B certification

The Federal Communications Commission (FCC) requires that any system which can be operated in the home and most offices (i.e., ALL the systems you see at local computer shows and in the computer stores) MUST have been tested for electrical interference, had the test data submitted to the FCC, and had a certificate of compliance ("grant") issued by the FCC before such a system can be marketed (advertised) or sold. Failure to comply can result in a $70,000 fine per system otherwise marketed or sold. If you don' t see an FCC ID # on the back of the system unit, it is illegal -- period. The FCC regulations are there to help avoid PC-generated electrical interference which may affect TV and other communications equipment. FCC class A systems are NOT legal for the home or most office environments.

Here today, gone tomorrow

Service and warranty are only lip service if the vendor isn' t around to provide the service. The fact is that some vendors just seem to drop off the face of the earth when business slows down (or they change their name after they declare bankruptcy). If you purchased a computer from them your warranty support is the phone company' s message "That number is no longer in service."

Buyer Beware!

It is definitely a "buyer beware" market out there. The bottom line. . . If you see a computer advertised at unbelievably low prices, the supplier may have used one or more of these fraudulent "approaches".

Buyer Be Wise!

If you' d like to avoid the noted "problems", please give us a call. We' ll quote you solid, great performing, reasonably priced, professionally assembled and tested computers with a REAL, written warranty. If you buy a system from us, you' ll get what you paid for and you' ll get a reputable company with nearly eight years of experience to stand behind it!

Sys Technology, Inc.

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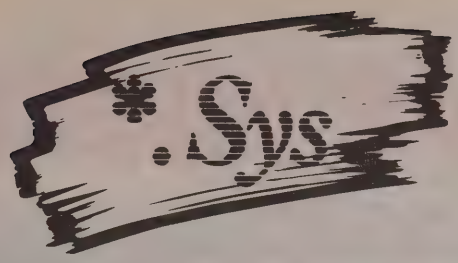

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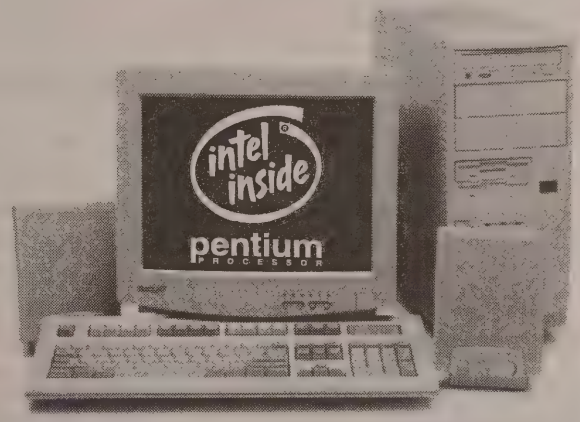

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- ***PC Magazine,* April 23, 1996 issue.**
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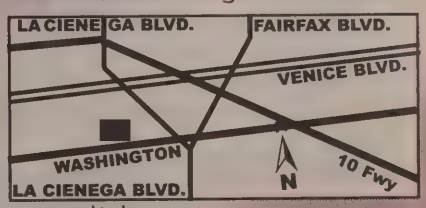

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Digital Fungibility

Virtual Cash And Online Commerce

The essential characteristic of money is that it is *fungible*, which, according to *Webster's New Collegiate Dictionary*, means the following:

1. fun.gi.ble \'fən-jə-bəl\ n : fungible goods - usu. used in pl.

2. fungible aj [NL fungibilis, fr. L fungi to perform - more at FUNCTION] 1: of such a kind or nature that one specimen or part may be used in place of another specimen or equal part in the satisfaction of an obligation 2: INTERCHANGEABLE

In less exalted language, exchange is the whole point of money. Money exists to be traded for other things, and this creates some fuzziness about money itself. Money attracts substitutes; it changes form. The history of finance is largely the story of how new forms of money evolve to make trade more convenient.

A new form of money that is easier to use will gradually supplant less convenient forms of money. Throughout the transition, of course, it must be possible to convert between the old and new forms of money.

Whale's teeth and other treasure objects once used for barter were gradually replaced by metals minted into coins of various denominations. Imagine being the first person to trade away your precious whale's teeth for gold. Worse yet, imagine having only whale's teeth to offer for food when everyone else can pay in gold.

Coins gave way to paper currency backed by gold, which gave way to coins and currency unsupported by any precious metal. Coins and currency in turn made way for checks and credit cards.

And now checks and credit cards are making room for methods of exchange that are based exclusively on data. The medium of exchange is evolving toward a binary standard in which strings of ones and zeros are offered in payment for material goods.

The umbrella term for data-based trade is "Electronic Commerce," and this is a fast-growing field with a corporate (and product) namespace that is already absurdly crowded: Checkfree, CyberCash, DigiCash, Digital Money, First Virtual, First Data, Interval, Magic Money, Mondex, NetBank, NetCheque, NetChex, Open Market, Vishnu, and ZipLock.

It is not an easy thing to keep track of what all these names stand for and what differentiates one company's products and services from its competitors.

Payment Methods

Fortunately, in its current phase electronic commerce largely mimics online the offline transactions with which we all are so familiar. Its main focus is to bring online some aspects of existing payment schemes. It is possible to get an overview of electronic commerce by thinking in an organized way about how we pay for things.

Payment schemes describe part of the transaction between a buyer and a seller. The buyer pays a seller money, the seller provides goods or services to the buyer. These days, in most cases, the buyer makes payment by cash or check or credit card, and whether online or offline, each of these kinds of payment has a logic of its own.

Cash payments transfer value to the seller immediately and require the least verification. We don't often think of it, but cash transactions are largely anonymous. The buyer and seller don't really need any information about each other. All that really counts is that the proffered cash is genuine.

Paying by check involves some delay and requires some additional verification. The buyer gives the seller a check and no actual money changes hands until the seller presents the check to a bank and money is transferred from the buyer's account to the seller (or the seller's account). This delay puts the seller at risk, and consequently the seller needs to verify both who the buyer is and what institution the buyer's check is drawn on.

Credit card payments, which we all assume to be more convenient, are even less direct and require more verification. The seller accepts the buyer's credit card, which is basically a promise that the bank that issued the card will pay what is owed. (And, of course, that the cardholder will eventually repay the bank.) The seller

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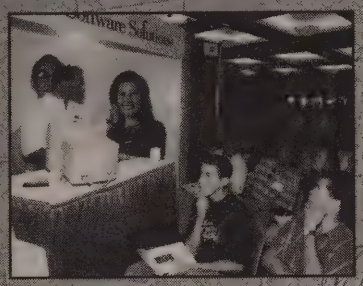

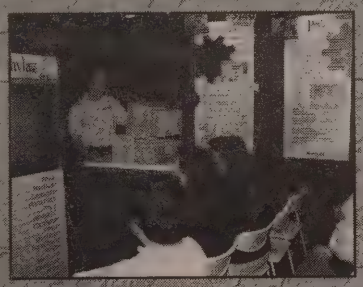

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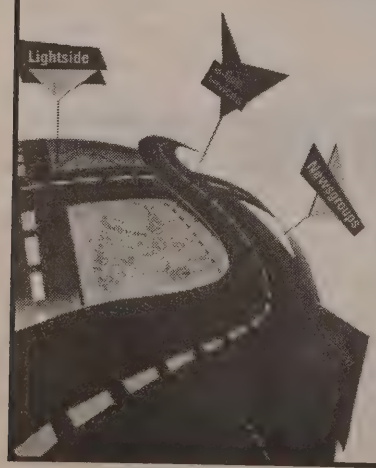

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needs to confirm that the person holding the card is its rightful owner and that the bank issuing the card is genuine. The bank needs to verify that the card holder is not running up more debt than the card allows and that the seller is not submitting bogus requests for payment.

Verification/Authorization

All these payment schemes involve some degree of authorization and verification. Authorization is usually done by appeal to someone not directly involved in the transaction: a store manager for checks and large-denomination bills, a bank or credit card service for charge cards. Verification is done by comparing signatures, looking at photo IDs, or collecting some additional information. In online commerce, authorization and verification are most commonly done through "encrypted" messages exchanged between the buyer and the seller.

For Further Reference

There's an immense amount of material online about online commerce. Here are two lists of information about electronic payment systems that are heavily linked to other resources.

From Matthew Peirce:
http://ganges.cs.tcd.ie/mepeirce/Project/oninternet.html

From the W3C:
http://www.w3.org/hypertext/WWW/Payments/roadmap.html

There's a great deal of information online about cryptography, but there are some reliable books as well:

Bruce Schneier, *Applied Cryptography: Protocols, Algorithms, and Source Code*. New York: Wiley, 1996. ISBN 0-471-12845-7 (hardbound) or 0-471-11709-9 (paperback).

Simson Garfinkel, *PGP: Pretty Good Privacy*, Sebastopol: O'Reilly and Associates, 1995. ISBN 1-56592-098-8.

Encryption is the business of encoding a message, and it has two uses in electronic commerce. Encryption is used to create digital signatures that guarantee the identity of someone participating in a transaction. A message containing a digital signature can only have been sent by the person who owns the signature. In the exotic language of commerce, digital signatures enforce the notion of "nonrepudiation": the signature proves conclusively who originated the document to which it is attached.

Encryption is also used in electronic commerce to keep unauthorized people from reading or tampering with documents exchanged between participants in a transaction.

For online commercial applications, "public key" encryption is the preferred tool. A key is a number that can be used to encode and decode some piece of information.

Public key encryption depends on each party having a pair of related keys. One key is private, known only to the keyholder; the other key is public and distributed to all the parties with whom the keyholder wants to exchange messages.

Anything encoded with a user's private key can only be decoded with that user's public key. Messages encoded with the user's public key can only be decoded with the private key.

The most popular form of public key cryptography is known as RSA and

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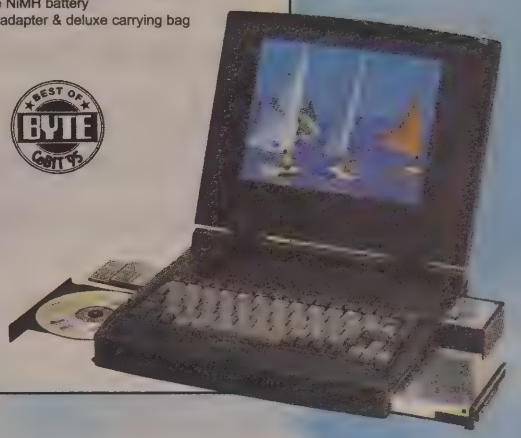

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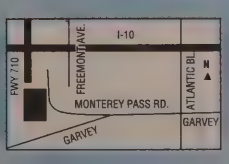

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Encryption As Commercial Tool

Once the need for encryption is acknowledged, the procedures for executing payment schemes online are more mundane than you might expect.

In the case of electronic cash, an account holder makes a withdrawal from his or her bank to a personal computer. The withdrawal is requested using an electronic "note," a financial instrument created by the user and stating the amount to be withdrawn. The note is then encrypted and sent to the bank.

Once the need for encryption is acknowledged, the procedures for executing payment schemes online are more mundane than you might expect.

The note requesting a withdrawal of digital cash may have additional encryption ("blinding"). Blinding the note prevents tracing the origins of the note when it is eventually redeemed.

The bank deducts the appropriate amount from the user's account, completes the note, and returns it to the user.

The note that is returned to the user is backed by the bank; it includes an encrypted form of the bank's digital signature. The authenticity of the signature (and the note it's attached to) can be verified by anyone who knows the bank's "public" key.

The user "unblinds" the note and can offer it as payment for goods or services. Someone who receives the digital note in payment can then redeem it for cash at the bank.

In this scenario (based freely on the features of the DigiCash product), everything happens online. The user needs software primarily to manage encrypting and decrypting the digital note and to verify the bank's digital signature. Merchants need similar software to verify any notes they accept in payment, and of course, the issuing banks need software to complete notes for withdrawals and to verify notes placed on deposit.

Electronic money can also be found in an offline form that depends on a portable device (a "smartcard," for example) to contain the digital money.

Like their offline counterparts, online checks are payments addressed to a specific payee. In most online check payment systems, the user makes a request for a check in a certain amount to a particular payee. The online bank creates a digital check suitably encrypted so that only the payee can redeem it.

Credit Cards

It might seem that nothing special needs to be done to bring credit card payments online, but this is a dangerous assumption. Transmitting credit card information over the Internet as clear (unencrypted) text is unsafe. The credit card holder doesn't know what route the information is taking

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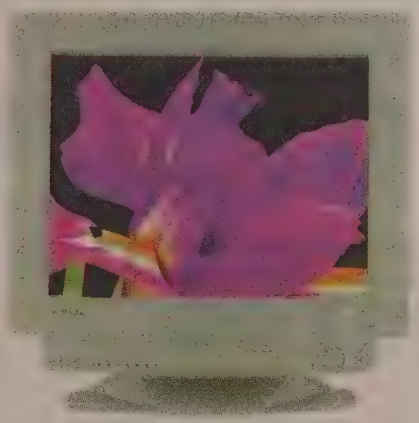

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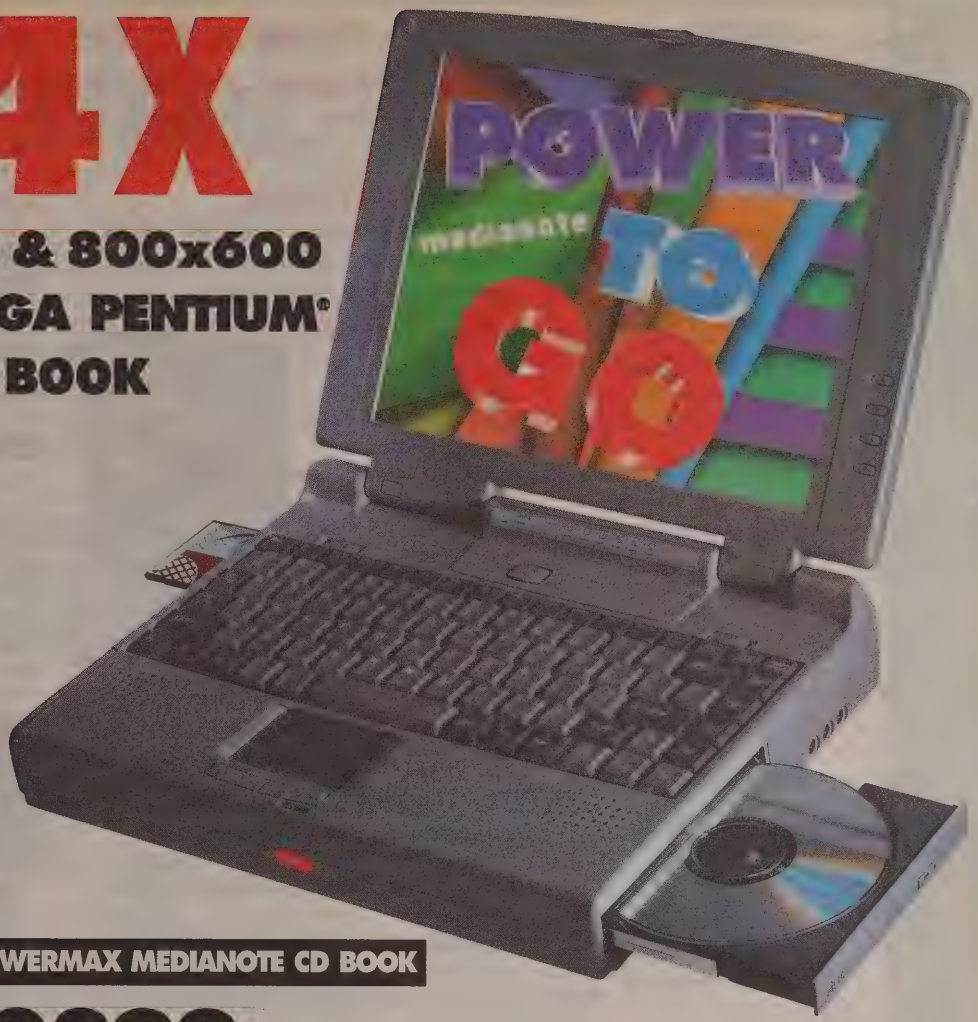

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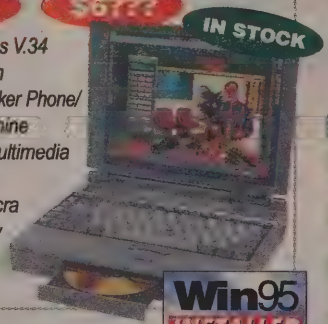

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on its way to the seller, and anyone intercepting the clear text information would be able to use it to make purchases immediately.

One proposal for securing online credit card transactions is to use a digital wallet, a program that resides on the card holder's computer to manage the encryption of credit card data as well as information about orders placed with a credit card. The digital wallet concept is used by both CompuServe and CyberCash.

In the CyberCash model, a card holder installs the CyberCash client software and creates a digital wallet. The user links credit card information to the wallet and then registers the wallet (but not its contents) with CyberCash.

The CyberCash client software can be configured to run as a viewer application that will be started automatically by a Web browser when data is received from a merchant's CyberCash software.

When a purchase is made using the CyberCash client, encrypted order information and credit card data are sent to the merchant's CyberCash program. The integrity of this information is checked, and it is then forwarded to CyberCash. CyberCash can decrypt only the portion of the message that describes who needs to authorize the purchase, and the information is then relayed to the appropriate bank or credit card agency for approval. The bank's response is returned to CyberCash and forwarded to the merchant. The entire transaction is executed without the merchant seeing the buyer's credit card information.

Dawn Of A New Era?

Payment systems are just another of those iceberg tips we pass periodically. Online commerce already embraces considerably more than payment schemes (merchants' interactions with banks and transaction clearing houses, for example). Considerable effort is also being spent on how merchants present themselves online and how they collect order information. More and more of the online commerce iceberg will become visible shortly.

Fungibility may be the essential characteristic of money, but not its only characteristic. Money, more than most things, conditions the way human beings understand themselves. People who make their purchases with whale's teeth and other objects of autobiographical significance think differently about themselves from the people who use money. A small book (now out of print) named *New Heaven, New Earth* by Kenelm Burridge described the impact of money on the religious aspirations of people in Melanesia: The promise of a universal system of value changed everything. Ideological pillars of the old society were called into question, and people began to expect transience.

The people who use heavily encrypted strings of ones and zeros will think about themselves in ways more different still, but it would be premature to say just how. ■

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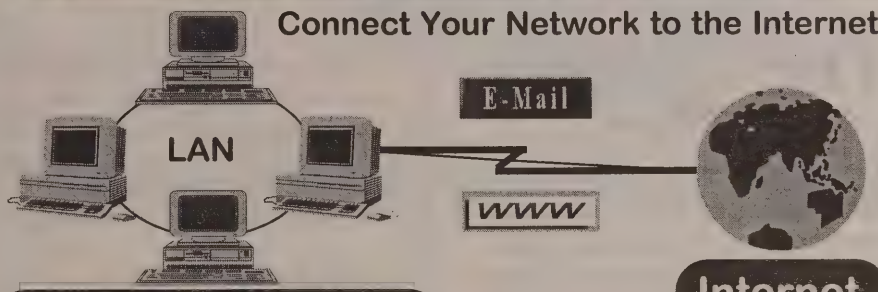

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Getting Into The Worldwide Yellow Pages

Small Office Access To The Web

The Web is becoming the global yellow pages.

Three times in the last month I found myself searching for a product on the World Wide Web. Once I was looking for bed-and-breakfasts on California's North Coast. Those who had a Web page, I considered. Because I was busy, I didn't look any further. That means that those who did not have a Web page got ignored.

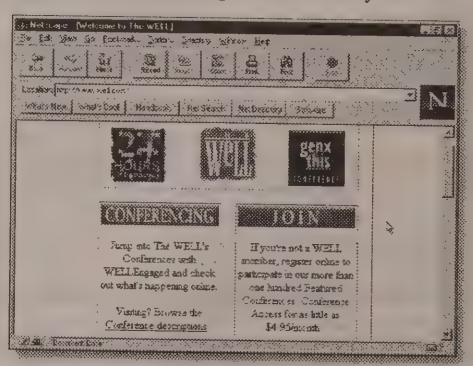
My father-in-law likes to sail small boats. We tried looking up a boat rental place on the Bay of Islands in New Zealand. The place he remembered had no Web page, but a rival did.

Only once did I try to find a large national organization. I looked for *Consumer Reports*, the magazine of the Consumers Union. I had tried to get to their section on AOL, and AOL was busy (surprise!). When I looked on the Web I did not find them, so I dropped the matter.

In two out of three cases I was looking for small businesses in specific locations. You might think that I would not use a worldwide service like the Web for such a purpose. But I did—two out of three of my searches were for small, single-site businesses. The Web has become a one-stop shopping mall for anything I cannot find in my local yellow pages. If one business is listed on the Web and another is not, which one do you think gets my business?

The Web, if you build your own page, is cheap advertising. Yes, cheap. The key to a low price is to put up and maintain your own page. Freelance Webmasters are making all their money off people who are nervous about building their own pages. If you compose your own page, then essentially your only cost is a place to put it.

You would think that everyone in town would be on the Web then, right? Not so. A survey by O'Reilly and Associates, released March 14, revealed that 65% of large companies and 80% of medium-sized companies had not yet created a Web presence. Small business, you might ask? Seventy-nine percent of them had no Internet presence and no plans to create one. Partial survey results (and prices for the rest) are available at O'Reilly's Web site. (See Resource below for URL.) They are worth pondering.



Netscape Navigator 2.0 looking at the WELL's home page.

All this means that small business proprietors have two dream opportunities: a cheap window to an affluent public, and a chance to acquire skills that other businesses will soon be buying.

But to do these things, you must learn HTML, the hypertext markup language used to build Web pages. Hard? No. It is annoying, perhaps, but no worse than an old DOS word processor. To build a page you need a browser, a server, good information, good tools, and good models.

This month we take a very quick look at some of the tools you can use to build your own small-business Web page. I apologize for the superficial coverage of the products, because each is good enough to deserve a whole column, but there is a lot of useful stuff out there people should know about.

Netscape 2.0

To use any of the other tools and models, you need a good Web browser. You will use the Web browser to look at Web pages online and to look at HTML pages while you build them.

My advice: If you do not have Netscape 2.0, just go out and buy it. It is clean, fast, and well done. It has a built-in newsgroup-reader and email function, so it can become the primary front end for your PPP connection. Bookmarks in Netscape 2.0 can now be kept in a hierarchi-

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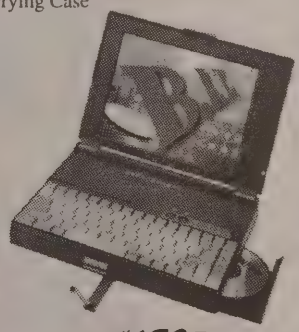

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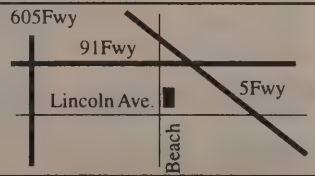

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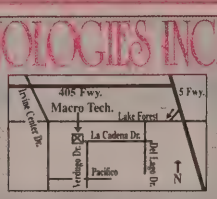

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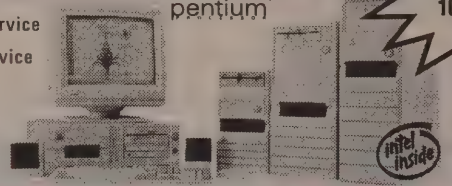

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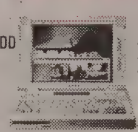

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cal tree, so it is practical to have a lot of them. Netscape 2.0 is responsive to the new Java language, which will become more and more important over the next year or so. Of use to the HTML learner is the "View Source" command; You can see and copy the HTML for any page you encounter on the Web.

The WELL

My provider is the WELL, based in Sausalito, California, with local connections in over 200 US cities. Web-search engines can find the Well's Web pages from anywhere in the world. The basic fee is $15 per month for five hours of connection. Of course, you don't have to be signed on for your Web page to work. Included in the minimum fee is 512K of storage and the privilege of putting up Web pages. That means pictures, your own layout, and as much copy as you want your readers to have.

The WELL has one of the best technical support staffs I have ever met, competent and pleasant to deal with. If they don't have the answer to your problem, they'll find it and get back to you.

A Mac-Web Contest

All you really need to edit HTML pages is an ASCII editor like Windows Notepad or SimpleText on the Mac. Most word processors can save in ASCII format, so why would anyone buy anything more?

One would, because writing HTML is tedious and nitpicky work. HTML editors are enhanced, specialized word processors that will insert the HTML codes for you. You can highlight a section of the text and with one or two button-clicks make it a centered headline.

I spoke to the dour Scot who runs the engine room of a local nonprofit. Like many serious computer folk, he prefers the Mac. He told me he has yet to find an HTML authoring tool for the Macintosh that adds enough value to be worth learning. If publishers of Mac HTML products want to convert him, they should get in touch with me (*birrell@well.com*) and I will get their products to him. If he is convinced, we'll have a report later this year.

In the meantime we go on with Windows products...

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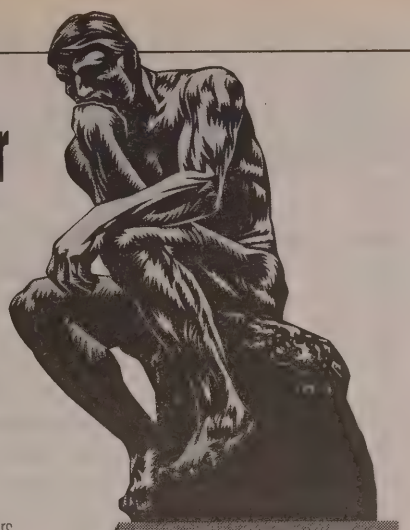

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a couple of ways to go. You can buy a book that tells you about HTML, or you can buy a CD that uses HTML to guide you through learning about HTML.

Since a good browser can display an HTML file from a CD as easily as it can from the Internet, and since a CD is cheap to produce, publishers have started offering HTML publications on CD. One is *HTML TemplateMASTER CD* by Erica Sadun and Christopher Watkins. You start at the top with an overview of the learning process, and then step through the HTML pages with your browser. Each page is both a lesson and an example, and it is intended that you cut and paste their HTML to use on your own pages.

Sadun and Watkins have a lovely feature for learners: Each example page has a button on it that takes you to the HTML source that created it; and each HTML source page has a button that shows you how it looks when displayed. If you see an effect you like, you can click on one button and find code that will produce it. This is truly the lazy way to HTML success.

But—and isn't there always a "but"—Sadun and Watkins' CD serves as a warning to the hurried HTML composer. There are several typographical errors in their text (they promise to teach you "the most crucial elements of the Hyper Text Markup Langauge"). They have a button that does not work, which is embarrassing, because it leads back to the overview page. May their example encourage you to spell check everything and try out all your hypertext links!

HTML For The World Wide Web

Elizabeth Castro was the technical editor for *The Macintosh Bible, Fifth Edition.* She has written a "Mac-centered" guide to Web publishing called *HTML For The World Wide Web: A Visual Quick-Start Guide.* It is Mac-centered because most of the screen-shots are from a Mac, and much of the supporting software she mentions is Mac software.

This is a book for *anyone* who is writing HTML. It is the first guidebook for the language that I really use. Well laid out, full of tips, it is clearly the work of an experienced user.

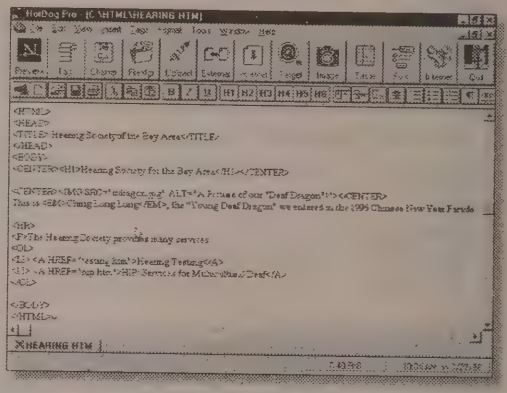
When I looked up underlining, I found a brief section on how to underline text on a page of HTML. I also found the warning that "Users with black-and-white or grayscale screens often use underlining to indicate links to other Web pages. You may confuse them by underlining text that does not bring them to a new page...Lynx displays EM and STRONG with an underline. Users may be confused by further underlining." This sort of practical wisdom can save weeks of user dissatisfaction.

The book is only 176 pages long, brief because it is so dense. The rear cover, for instance, has 144 HTML colors and the hexadecimal codes you use to get them. If you are planning to use HTML, get this book.

Hot Dog Pro, The HTML Editor

The current favorite for Windows is an Australian product called Hot Dog Pro. It is whimsical and easy to use, with buttons for most of the common tasks. When you mark a chunk of text and choose the "Link to External" button, a dialog box opens and invites you to fill in the URL (Universal Resource Locator, like "http://...") of the Web site to be reached when a user clicks this hot-spot. You can build forms and tables with button-clicks and dialog boxes. There is a toolbar button that takes you to your browser to look at the page you are editing.

You can have multiple pages open at the same time, which is wise when you are working on a multipage site. If you need to update your pages frequently, you will like one Hot Dog feature: You can upload all your work to your PPP provider with one button-click.



The Hot Dog editor for HTML.

You can get a thirty-day evaluation copy of Hot Dog Pro by visiting the Sausage Software company's Web site, listed under Resources, below. I certainly recommend that you do so if you have a Windows machine and are planning to do HTML editing. But be aware that Sausage Software is an explosively growing company so registering or communicating with them can be tricky. Keep at it; it's worth it.

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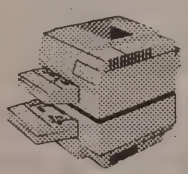

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tle details and peculiarities, perhaps, but any of us who learned English can certainly master HTML with a few days of effort.

The new Java language is another matter. Developed by Sun Microsystems to make dynamic Web sites possible, Java is a full-scale computer programming tool.

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Java's claim to fame is that a Java "applet" written and compiled on one platform (say, a Windows machine) will run on a browser on another (say, on a Macintosh or a Sun Sparc). Java intends to make wide distribution of programs through the Web both safe and convenient. You can see for yourself what this can mean for a small business advertising on the Web by visiting the Suzi St. Tropez home page (*http://www.wp.com/SST/home1.html*). Look at the small spinning globe and watch the scrolling message. If you are a high-end user, comfortable with programming, you will want to add Java applets to your Web pages.

Java is a full computer language, nearly as complex as C++. It calls for repeated cycles of build-compile-run-swear-debug. The good news for Windows users is that Symantec has just released Café, an integrated development and debugging environment for Java. At this time it runs only on Windows 95 and NT.

Café provides a text editor in which to write source code. It has debugging tools, including the customary stepping and breakpoints. Its class manager allows you to inspect both the data and the functions in each object. You can discover how a given object is used, which other objects call it, and which objects it calls in return. This information can be displayed as a list or in a graphic Web work, which reveals the complexity of the average object-oriented program. There is a visual designer, too—you can design buttons and forms on-screen, and Café will write the code that actualizes them.

Symantec has provided both Sun's compiler and its own, which is much faster. Included are a large number of sample apps and applets, with code. Work is continuing on a Mac version. For now users can extend Symantec C++ for Power Macintosh by purchasing Caffeine from the company for $149. Details are available at the Web site listed in Resources below.

Symantec put all its documentation on the CD, and I wish it had not. I realize it helps to keep prices down, but I want a good book of instructions to lay open before me as I struggle with the intricacies of Java.

Java In A Nutshell

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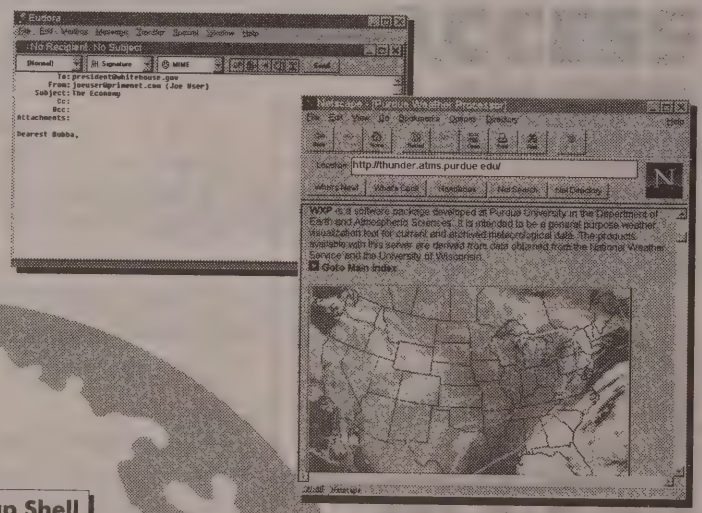

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Associates has all sorts of useful tools for Web weavers, crafted and published among the apple trees in Sebastopol, California. For the Java user it published David Flanagan's *Java In A Nutshell*, a solidly written book that can be read as a course in the language or used as a reference. It understands that Java is a serious language and cannot be adequately taught with a quick wink. If I were Symantec, I would consider including this book with every copy of Café.

Java In A Nutshell would be improved if it had a CD with the example code included. The many sample programs are very useful, but they are lengthy. I am told that some of the code is available for downloading through O'Reilly's Web site. ■

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INTERNET • BY JOHN S. QUARTERMAN

Is He In?

Life In The Virtual Office

People keep asking our staff, "Is he in?" Well, folks, you asked, so here's the answer.

Dogwoods

White dogwood petals litter the driveway, already fallen before the big freeze that killed the entire South Georgia peach crop. The pickup bounces, but I get a good view from the back as we drive past fallen azaleas to watch overgrown dune buggies snip off 100-foot pine trees in one bite of their chain saw teeth. Other mutant mechanicals drag the trees out of the woods at a high whine, and a third kind would make Robert Heinlein proud as its mechanical hand waldos each tree by one end onto the waiting log truck. The operators are really good, and they remember cutting timber here ten years and more ago, when I was in school, they say. But I don't have much time to chat, and they're working for somebody far more experienced in this than me, anyway, so back to the house.

Across the field I can still see the occasional tree wave as I get PPP Connected on my notebook through my PCMCIA modem and datasys.net. Another day in the office. I read and answer my mail (hundreds of items a day), and in the process help coordinate our Zilker Internet Park ISP staff, follow up with a piece of data for a Texas Internet Consulting (TIC) contract, collect telephone numbers for three people Kenneth says called for me on the MIDS line, and converse with Bob Metcalfe about his predictions in *Infoworld* of the imminent death of the net. I make statistical summary graphs of our MIDS Internet Weather Report data for each month since December 1993 available to him through authenticated WWW access. I don't think it supports his thesis (looks to me like 30% *improvement* in latency over that period), but let's see what he thinks when he sees it for himself. Some of these graphs appeared in MMQ 301, which is already available online, although it will take a few more days for the paper version to finish production. It's not quite time yet to put some up for perusal through the MIDS IWR page itself *http://www.mids.org/weather/*, so on to another task.

The coordinator for the San Francisco conference says she wants me to fax back a signed agreement. I point out that I'm 900 miles from my fax machine, so even though I can read her fax just fine using HylaFAX (thanks to Sam Leffler) and ghostview, I've got no way to scan in my signature. Can she wait until next week? Yes, she can.

I call back the three telephone numbers. One is in and we talk. I leave messages on voice mail for the other two. One is a photographer for *Internet World* who doesn't have electronic mail, and of course isn't in, either. As usual, I give my telephone number and recommend sending mail to *support@mids.org* to avoid telephone tag, but that won't do much good in her case.

Meanwhile, Kenneth responds to far more messages than that. As I go back to reading mail, I look at every response he makes, and occasionally add a suggestion or supply detail or a decision he's asked me for. Mostly there's no need, though; he's improving at this all the time.

It's time for the weekly Zilker staff meeting, so I take the incoming conference call as they set me in the form of a small box in the middle of the conference table back in Austin. Afterwards I stay on the telephone to handle various owner-type details with Smoot Carl-Mitchell. We do talk on the telephone maybe once a week, in addition to the constant stream of internal mail messages.

Back in real time at the farm, the carrots we picked in the morning aren't bad for lunch. My father cooked them better than I would have,

Am I at my computer in my office? Usually, although I may well be getting there from the other side of the country or the world, and I'm probably also using computers in three different states at the same time, and corresponding with people or looking at Web pages on computers in countries around the world.

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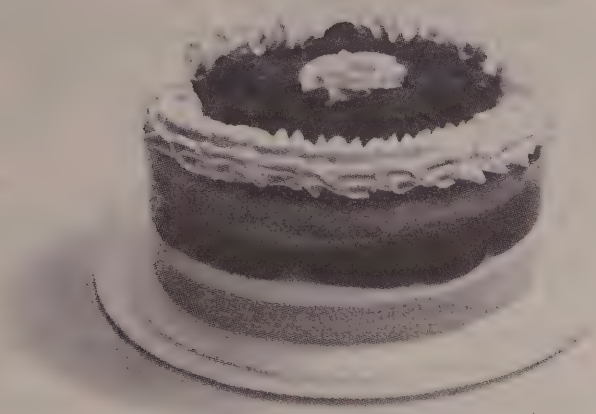

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along with a really good roast he picked up that morning. We discuss the rearrangement of my mother's books I'd made when my brothers were in earlier in the week.

Back to MIDS work. A couple of hours on the book *The Matrix, Second Edition*. Two reviewers lined up for Hong Kong, and some more text written. An hour on the Market Report. Not bad for one day.

Got to help get that Fairbanks Morse Z engine running up at the shop, though. With the parts that arrived in the mail today, it works the first time!

Pressed Flowers

A teenage girl stands on books to press flowers, reminders of the middle school play, gifts from friends. None are growing in the white outside the window, left from the snowfall of the first day of spring. Her younger sister looks at them upside down.

On the way to Children's Hospital to get our designer disease (Yellow Fever shots in preparation for Peru), all is white, although you *can* see the ground in a few places here in Buffalo. My down jacket comes in handy with wind chill at an effective ten degrees.

But the 28.8 modems at the house work fine, and as long as Sprintlink stays up (which is questionable only one day this week), Internet connectivity is just dandy. An article written and delivered to *MicroTimes*, a column for *RS/Magazine* proofed and ready for publication, another issue of *Matrix News* finished and ready for the staff to format, and half a dozen MIDS customers' custom questions answered. Our Zilker staff mostly manage themselves these days, although Smoot and I still read every piece of support mail (I've got it down to three seconds each for most of it), as backup.

On the TIC side, Andy's doing great since we hired him away from Gretchen, so there are even fewer worries there. I get a look at a copy of MMQ 301, which had been printed since I proofed it in Austin. Bob Metcalfe has looked at the data, and we correspond about what it means. The photographer calls me back and we confirm a time and place. She doesn't think she could use an Internet connection, because she's on the road too much....

Lines of light spear through the smoke; bodies twist; rechargers beep. Attack Barbie wins at LaserTron again, much to the chagrin of her staff and her boss (not to mention her child), but Fred improves his score this time.

Back at Barbie's office, I fax the agreement to the SF conference coordinator. I ask for details on when and where I'm speaking. The coordinator says she's mailed a package to my office in Texas. I say fine, I'll look at it when I get to Texas, after the conference. She finally mails the information electronically, where it takes up one paragraph, rather than a sheaf of papers. I finish up the slides in HTML for the talk, type "make" to translate them into PostScript, and have the staff print that and FedEx it ahead of me to California.

The coordinator for the DC conference sends his suggestions for what to present, and I rearrange the HTML files for the presentation accordingly.

Unbeknownst to me, the teenage girl sends a message, "Snicker, teehee, SLAM! Sound familiar?" as her mother drops me off at the airport.

How To Get From The DC Conference Center To DCA

Tina, the flight instructor, turns to me as the Capitol and the Lincoln Monument wheel on a turntable below us. She gives a thumbs up as we cross between Edwards and DCA, heading for Runway 30. "First class service, eh? Twin engine plane and two women to pilot it!" I agree, as my intellectual property lawyer and personal pilot mutters about flaps and comes to a perfect landing.

We tool down the yellow brick road, past the Bob Dole for President plane and November One, the FAA flagship. I head past the numerous security men, who do not have flowers in their lapels.

Even though it was warm enough to be outside without a jacket while the photographer was getting shots for *Internet World*, the thaw was clearly too recent for much of anything to be blooming. But the photographer is really good; it's clear why they wanted her to do it (even if her previous assignment was photographing Senator Exon). My leadoff talk at the annual Coalition for Networked Information (CNI) meeting went well. I collected several good contacts for the book, and the reception was quite convivial.

The old PSI Global Dialup Service account came in useful from the hotel, as I read ("teehee!") and answered my mail (most of it about business). I still couldn't figure out the younger sister's encrypted message, though, and she's smug.

Bob Metcalfe told me in outline what he's going to say in his next column. The hotel phone system worked just fine for calling back several people; of course most of them weren't in and I got to talk to their voice mail, recommending in each case to send mail to *support@mids.org*.

15-Foot Purple Woman

Purple flowers fall from trees, sprout from cracks, and grow along walls as I walk through North Berkeley. Even more purples than on the 15-foot stilt walker back at Moscone Center in San Francisco, where I'd given a talk for the Web Design and Development Conference. I'd given the conference coordinator a poster for being such a good sport about my paperless habits: Now she's got more paper from me than I got from her.

BART was quite convenient to cross the bay, and I'm hoping nobody notices the down coat, which I'm carrying because it's a bit overkill for the 70-degree weather here in the Bay Area.

What will they think of next at this quite exclusive habitation on Oxford Street?! A SPARCstation in the bedroom! Free Ethernet to the Internet! The hot tub's not bad either, and the sushi and conversation are excellent as usual (Sam and Cynthia saw the comet from Death Valley). The request to find some wine that's not already in the wine cellar *(telnet chez.mckusick.com 451)* is going to be a challenge, but life is hard.

The designer disease is catching up with me from time to time, but the hotelier has even

Am I working? Well, my 90-year-old aunt doesn't think so, but then she doesn't approve of many things I do. Of course, she doesn't know half of what I do.

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Internet *continued...*

more of those than I do. Kirk McKusick and Mike and Terri Karels are off to speak in Bangalore, India's Silicon Valley, so they got a whole array of shots. Not Yellow Fever, though; heh. The staff scans the cover of the 4.4BSD book and I put it on the Web for Kirk to compare to the slipcovers lying in a stack on top of his machine.

Mike and Terri live in Minneapolis, so we discuss how cold is cold; talk about a fellow in their town whom I've heard from more recently over the net than they have in person; and note the deficiencies of the Library of Congress cataloging system and Standard Industrial Classification (SIC) codes in dealing with the Internet, or with computer software, for that matter.

Many communities live among the bits on the net, and some of them happen to have fallen out of the sky in the same place at the same time to discuss common concerns, including Russian champagne, software development, management, and how the net is not a Delphic oracle, although it looks more like one than it used to.

Three more articles, another issue of *Matrix News*, some correspondence with a book editor, and much more MIDS, TIC, and Zilker mail. Look up some local friends; arrange an appointment with a local reporter. More work on the book, and more text in the Market Report. Gretchen and I plan our attack for MMQ 302, so we can finish it before going to V Foro Permanente de Redes de America Latina y el Caribe (Fifth Permanent Forum on Computer Networks in Latin America and the Caribbean) in Peru, and I get cracking on munging the data for it.

The next day, the phone rings. Eric Allman picks up as he's reviewing this article. "I know my network connection is down!" If you think I depend on the net, you should hear the author of sendmail when his ISP drops his connection from last night until this morning. It wouldn't be so bad if someone at the support number would answer the phone. "Can't read my mail! Can't send out bug fixes! Guess I'll have to clean my desk; I never have time to do that." I offer him additional secondary DNS service to ease his pain. Can't deliver until the net comes back up, of course.

While the net connection is down, I can't even check the URLs in this article, so I turn to that antidiluvian pseudo-technical device, the telephone. I finally catch the guy in New York City whom I've been calling back since DC. He's got an interesting task, and thinks we may be able to help him. We always like more consulting.

But this is 1996, folks, and we do Internet research, consulting, and connectivity. We live and work in cyberspace.

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Internet *continued...*

Then it's off to meet the two living relatives on the peninsula. They were recently brought to my attention through the Internet, by a *very* distant relative in Quebec. And then to look up the not-so-living relatives in the cemetery in Berkeley; as founders of the university, I figure they're probably marked. Maybe I can pick up some information (at least epitaphs) for the family history book.

Is He In?

About one in ten of the callers the staff speaks to insists on knowing "Is he in?" This little homily is intended to address that question.

Am I reading and answering my mail? I try to keep it down to 300 a day. Procmail is a big help, and I dump most mailing lists into local newsgroups so I can read them threaded with trn. But support and personal messages I read one by one. Fortunately most of them get a quick yes to, "Can the regular support staff handle this?"

Do I return telephone calls? Yes, although since hardly anybody else seems to answer their own telephones, I often wonder why. Sending mail to *support@mids.org* will avoid a lot of telephone tag.

Am I working? Well, my 90-year-old aunt doesn't think so, but then she doesn't approve of many things I do. Of course, she doesn't know half of what I do, nor do you, since an article such as this only permits space for selected examples.

Am I at my computer in my office? Usually, although I may well be getting there from the other side of the country or the world, and I'm probably also using computers in three different states at the same time, and corresponding with people or looking at Web pages on computers in countries around the world.

Oh, you meant, "Is he physically present at the console of his computer?" Probably not. Even when I'm in the office I spend a fair amount of time in some other office talking

continued on page 94

I ask for details on when and where I'm speaking. The coordinator says she's mailed a package to my office in Texas. I say fine, I'll look at it when I get to Texas, after the conference. She finally mails the information electronically, where it takes up one paragraph, rather than a sheaf of papers.

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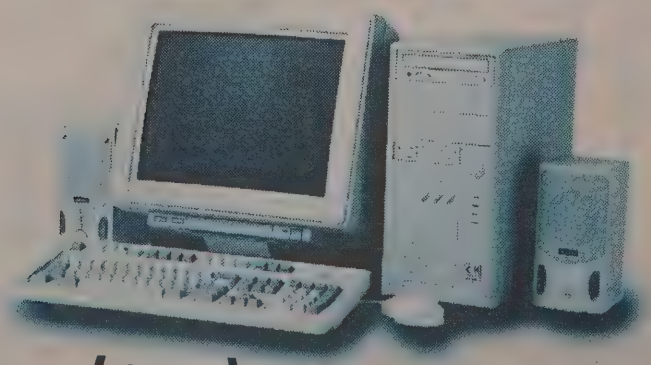

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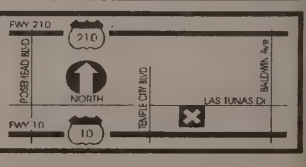

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Internet *continued from page 88*

to Smoot, Kenneth, Andy, Eric, Ben, Leon, Scott, or whomever. And when I'm in town I work as much from my house as from the office. Since in Austin I usually work twelve- to sixteen-hour days, that often does mean I spend eight hours a day in the office in addition to work at the house.

But why do you care? Our staff can handle most queries, and if you send them to *support@mids.org*, they will see them. Anything they can't handle, they will refer to Smoot or me as needed. I respond within a day to just about anything that needs my assistance.

Do I worry about security? Well, Mike Karels has an 800 number to his house in Minneapolis because his BSDI office is actually in Colorado Springs. His number is one digit off from Oprah's. People call all the time wanting to order video tapes or transcripts. He wonders (he wouldn't actually do this, of course), what if he just took down their credit card numbers? On the net I take the obvious precautions, but compared to telephone security, no, Internet security doesn't worry me all that much.

Now, it's true I do occasionally get marooned in real time, with apologies to Vernor Vinge. I've spent a whole month straight in Austin within the past year! (Just don't ask me which month; I'd have to look it up.)

But this is 1996, folks, and we do Internet research, consulting, and connectivity. We live and work in cyberspace.

We actually use the stuff we write about. We have an autoresponder, *mids@mids.org*, that sends back copious information ("a waterfall," as some have put it) about our offerings. And one for TIC *tic@tic.com* and one for Zilker *info@zilker.net*. We have a request tracking system, *support@mids.org*, same for TIC *support@tic.com*, and one for Zilker *support@zilker.net*. We have Web pages out the wazoo, *http://www.mids.org*, *http://www.tic.com*, and *http://www.zilker.net*, plus Gopher and FTP. And we read and answer our mail.

We also make provisions for interfacing with slow space. We have someone answering the telephone during business hours, and voice mail the rest of the time. We return our telephone calls. We have fax machines; well, actually, they're fax modems and we can look at what we receive on them from anywhere there's a bitmapped screen. And I guess I need to leave a signature bitmap for faxing back a signed agreement. Then you won't have any way to tell where I am.

"Is he in?"

"Yes, he's on the net. May I help you, or would you prefer to send mail to *support@mids.org*?"

While you're thinking about that, I'm off to the French Hotel for a cafe latte. Or am I in Bangalore? Can't tell, can you?

Teehee. ■

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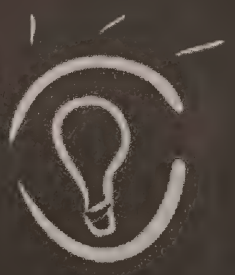

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BY MICHELLE V. RAFTER

What's Wrong With Online Shopping

And Why A Who's Who Of Retailing And Computer Companies Is Working Like Crazy To Fix It

Picture a trip to Nordstrom. You walk into a beautiful, immaculate store brimming with quality merchandise and staffed by personnel trained to cater to your every whim. The sound of a piano tinkles in the background while the aroma of fresh brewed coffee wafts by from the in-store cafe. A sales clerk happily takes your clothes to a dressing room, combs the store for that just-right accessory, and jots down your measurements and preferences in her little black book should something you like go on sale. You use your Nordstrom credit card to pay for your purchases and watch as a cheerful cashier wraps everything up in a sturdy Nordstrom shopping bag.

Now picture your latest online shopping expedition. Since Nordstrom isn't online with anything other than an email service, you decide to visit the online incarnation of your favorite mail-order catalog. The over-styled, picture-laden site takes forever to download on your 14.4Kbps modem, and when it appears, it is so poorly organized you spend precious minutes just figuring out how to get around. Once you're oriented, you realize only a fraction of the clothes in the company's print catalog is available online. There's no way to search for what you want and no shopping cart to hold things you're interested in.

Against the odds, you find something you like and decide to buy it, only to discover the company hasn't implemented online ordering. They say it's not safe, leaving you with no choice but to log off and phone in your purchase.

Something is wrong here. Buying by modem was supposed to set the online world ablaze, but it has barely lit a fire under America's shop-happy consumers.

No There There?

It could be the meager selection at most online stores. Or Web sites so cluttered and unattractive they'd make the folks at Nordstrom wince. Or the lack of personal assistance at Web stores. Or it could be the dearth of merchants who offer convenient online payment methods, scared away by the perceived insecurity of financial transactions on the Internet.

For some it's a Catch 22: big merchants won't set up shop online until more people use the Internet, but people won't come until there's something there. With 10–15 million people on the Internet, it's still not a mass market. "People need to come to grips with that," said Tim O'Reilly, president of O'Reilly & Associates, speaking at a recent electronic commerce conference sponsored by c|net, the TV and Web network.

As of late last year, only one in 100 American shoppers had ever bought anything online, according to a study commissioned by MasterCard International and the National Retail Federation. Online sales totaled $200 million in 1995, according to MCI Telecommunications Corp., a drop in the bucket compared with the $2.3 trillion US retail industry.

Ramping Up

That said, don't look for online shopping to go the way of polyester leisure suits and Nehru jackets. Some of the biggest names in retail and computers are feverishly working to turn the Internet into a shopper's paradise that's as simple, fun, and safe as a Saturday afternoon trip to the mall.

They're being joined by a growing number of cyber-savvy entrepreneurs who are taking advantage of the relatively low cost of online storefronts to offer low prices and quick turnaround on everything from music to golf clubs to flowers.

If it comes to fruition, online shopping could equal $2 billion by 2000, according to Jupiter Communications, a New York market researcher.

Among some of the more noteworthy projects in the pipeline are:

- Microsoft is working on a number of fronts,

Something is wrong here.
Buying by modem was supposed to set the online world ablaze, but it has barely lit a fire under America's shop-happy consumers.

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What's Wrong *continued...*

including developing software to make it easier for retailers to establish Web stores. In February, retail giant Wal-Mart Stores Inc. teamed up with Microsoft to develop electronic retailing software in a pilot project that could go to beta testing this summer. When Wal-Mart announced the project in early February, it said it could eventually put its entire inventory of 200,000 products online.

• Home shopping channel QVC has begun an online division called iQVC on Microsoft Network and intends to start selling goods on its Web site (*http://www.qvc.com/*) by the end of April. QVC competitor Home Shopping Network entered the online fray in September 1994 when the company acquired Internet Shopping Network (*http://www.internet.net*), an electronic retailing pioneer that now sells 35,000 (mainly computer) products from 650 manufacturers.

• KMart announced in late March that it is working on a "Retail Store of the Future" pilot project with the National Information Infrastructure Testbed and the University of West Virginia. The partners will test using the Internet in stores to keep track of customer purchases and related technologies such as smart cards and electronic coupons.

• Prodigy Services and partner BroadVision are building an online mall with its first tenant, J.C. Penney, going live in April, a Prodigy spokesperson said. Initially the mall will be available to Prodigy subscribers only, but eventually it will be open to all Web users.

Meanwhile, intrepid shoppers who venture online should brace themselves.

For some it's a Catch 22: big merchants won't set up shop online until more people use the Internet, but people won't come until there's something there.

The Good, The Bad, And The Ugly

Hundreds, if not thousands, of retailers have jumped onto the Internet and commercial online services such as America Online and CompuServe. But only a minority are doing the right thing, according to industry insiders and analysts.

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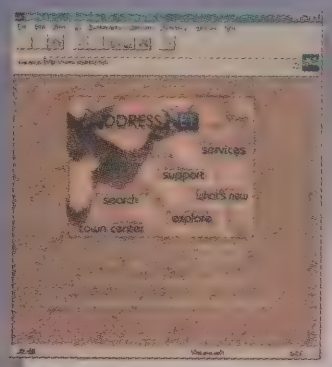

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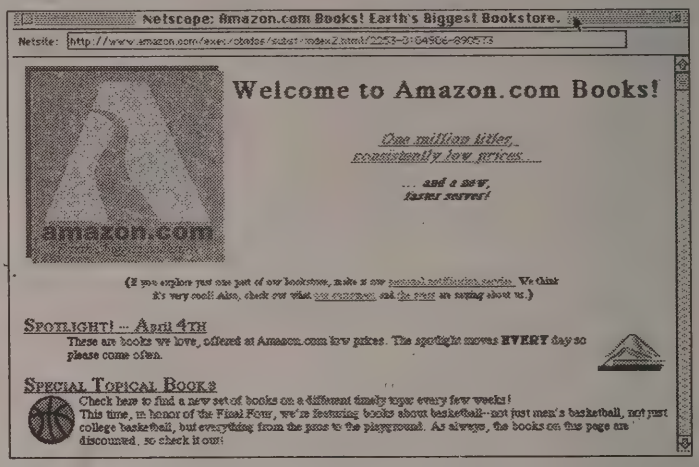
Online Guide

What's Wrong *continued...*

Retailers' biggest mistake is piling on graphics to make sites look more professional, according to Steve Kelly, publisher of *The Internet Profit Report* (*http://www.freeprofit.com/*), a newsletter for Internet merchants. The more graphics retailers have, the longer it takes customers to look at their merchandise, and the less inclined they'll be to buy anything, Kelly says.

"People don't want to wait for that junk to download. When they come to buy, they want to see what you have, buy it, and leave."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A few online stores that Kelly claims live by his less-is-more rule: CD Now (*http://cdnow.com/*), a music CD outlet that lets shoppers turn off graphics if they want; AutoByTel (*http://www.autobytel.com/*), a match-making service for auto dealers; and IGO Golf (*http://www. igogolf.com/*), a golf equipment store. Another Kelly favorite, a computer components reseller named Dakco (*http://www.dakco.lm.com/*), claims to have spent $180 building a Web site with no graphics, but turns monthly profits of $10,000 to $20,000 on sales that could hit $5 million this year.

Another familiar gripe about online shops: not enough inventory. Shoppers who love mail-order catalogs would be disappointed with most direct marketers' online directories, which usually offer a fraction of their total inventory.

One reason for the discrepancy is the time and expense it takes to convert existing inventories, product descriptions, and other systems into databases that can reside on the Web, according to industry sources. Merchants who have braved the elements have had to reinvent the wheel, creating their own user interface software, ordering programs, and back office systems (billing, shipping, and the like) from scratch, an expensive and time-consuming enterprise.

Companies such as Netscape and Microsoft are hoping to change that. They hope to offer would-be Web marketers software (called "merchant servers" or "retail servers") that works with the companies' Web browsers, and includes pre-written components of online stores.

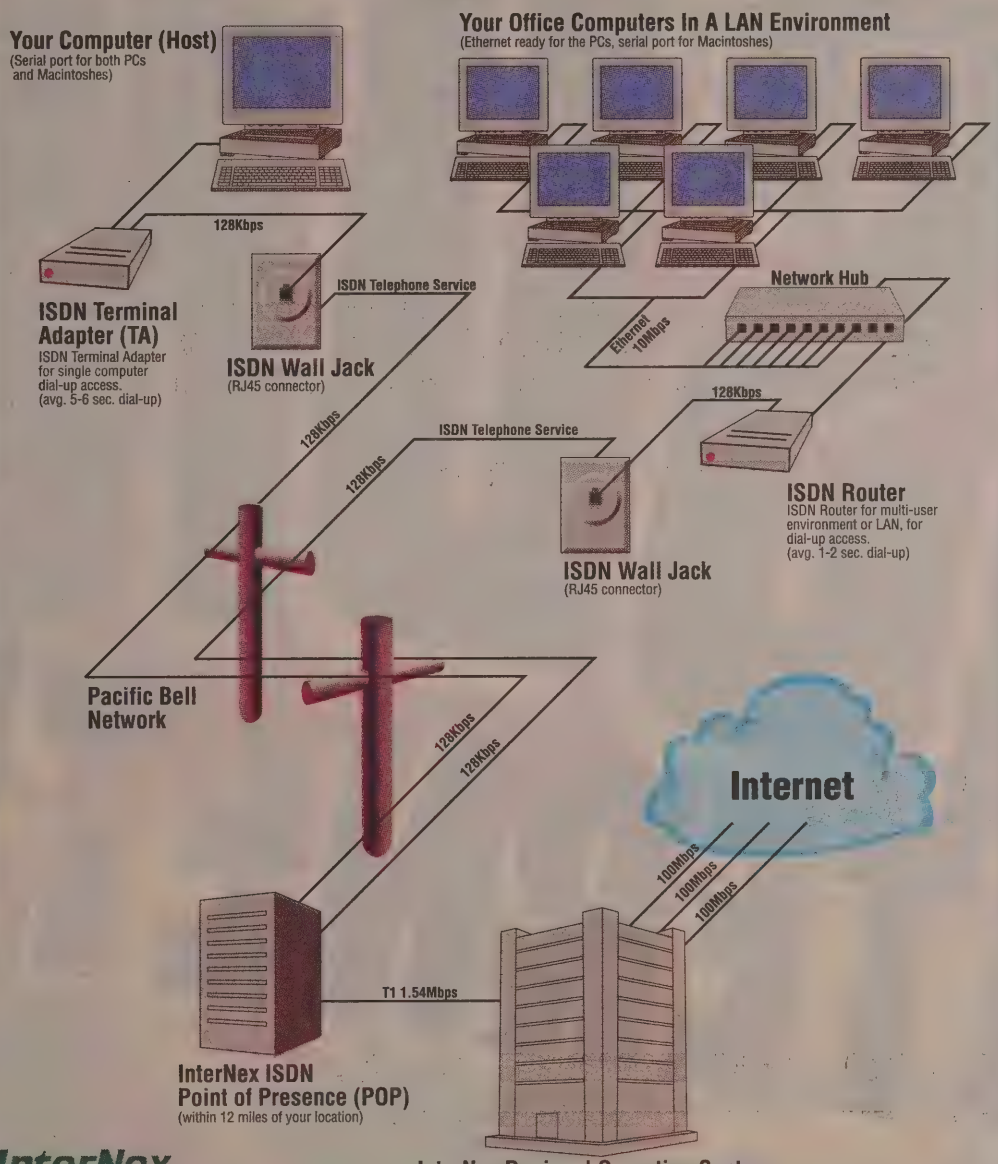
"In electronic commerce what you see (on the computer screen) is the easiest part," one industry watcher says. "But it's the back office stuff, how the store operates, that's what will really make it explode."

The Human Factor

Some of the things people love about shopping—walking through a crowd, people watching, catching up on the latest styles—are missing when it's just you and your computer. Online merchants can make up for that lost

CHAPTER 1: How To Connect Your Business To The Internet With ISDN.

Internet Tips From InterNex


Your Computer (Host)
(Serial port for both PCs and Macintoshes)
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InterNex ISDN Internet Service Plan Types

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* Required for Internet access.
~ Optional application software. If you do not have the above, see your local computer retailer for more details.

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CHAPTER 2: How To Connect Your Web Site To The Internet With A High Performance Connection.

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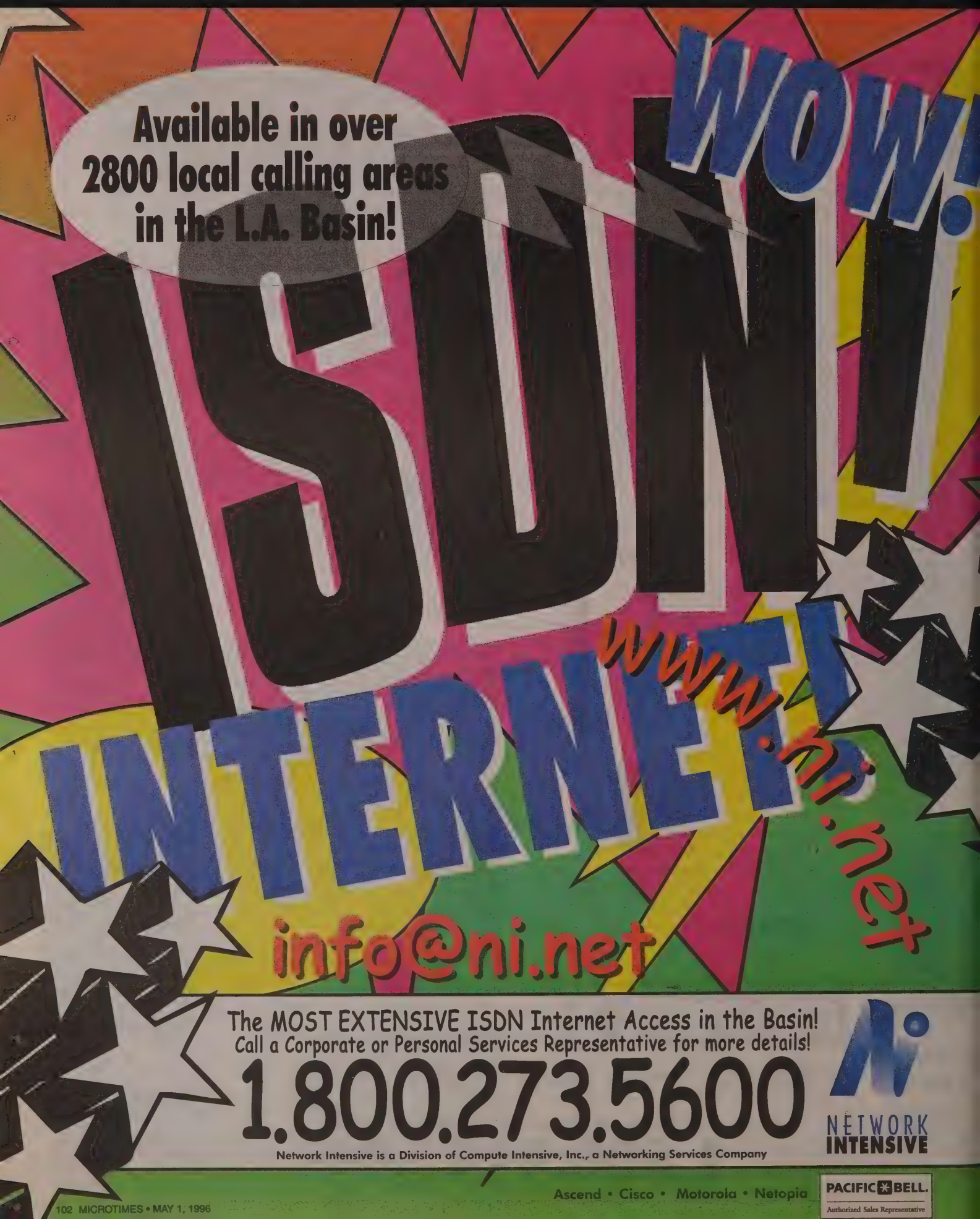
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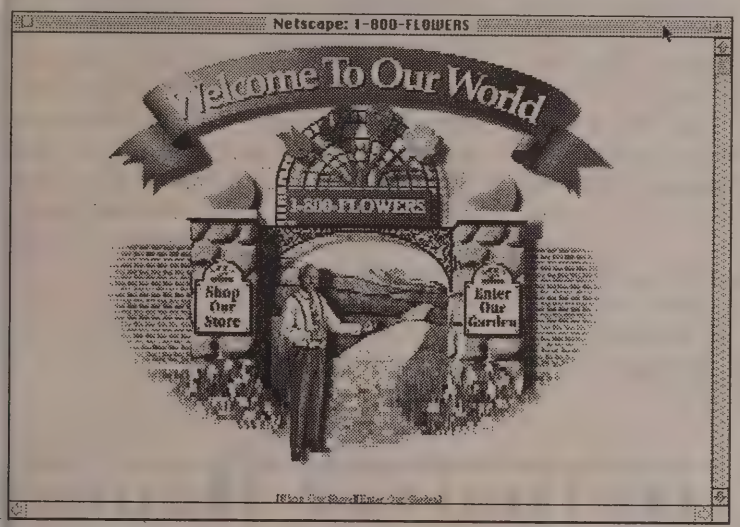
What's Wrong *continued...*

social element by providing the kinds of personal services that would be impossible off line, according to analysts and industry watchers.

Prodigy, for example, is focusing less on how its online mall will look, (it scrapped its vision of creating a 3-D shopping center), and is concentrating on creating personal services for shoppers, says Carol Wallace, a company spokesperson. "So you might go online and see a greeting that says, 'Hi Carol Wallace, I see you're shopping for a gift for your mother today. Here's what's available,' or 'Hi Carol, I know you're interested in these 40 areas, so here's what we have.'"



Prodigy learned about online shopping the hard way. Prodigy partners IBM and Sears believed home shopping would dominate the venture when they went national in 1990. Two years later, they were ready to concede that people would rather send email, post messages to bulletin boards, or read news than shop online. "It was only 20% of the activity, and 50% was people talking to each other," Wallace recalls.

Other forward-thinking retailers are already focusing on the personal touch to make up for the lack of social interaction online. MCI's marketplaceMCI shopping mall (*http://www2.pcymci.net/marketplace/index.html*) offers seasonal catalogs and provides an electronic shopping cart that buyers use to store items while they browse. Amazon.com (*http://www.amazon.com/*), an interactive bookseller, sends patrons email alerts when books they're waiting for are in stock. 1-800 Flowers (*http://www.800flowers.com/*) offers an email concierge who'll pick out gifts and make purchase recommendations. Software.net (*http://www.software.net/*) sells hundreds of programs electronically (pay your money, then download the software) and runs bulletin boards for shoppers to discuss the relative merits of programs before they buy.

Is It Safe?

Online retailers who accept electronic payments are also in the minority, making buying that much harder. Most stores without online payment plans cite security reasons. They don't want computer criminals slipping in the back door and stealing customers' credit-card information and other personal data.

But a growing contingent of computer company officials and analysts say retailers are using the security issue as an excuse for not putting in the time

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What's Wrong *continued...*

or money to institute online ordering systems.

"It's a scapegoat," says Bill Rollinson, marketing vice president and a co-founder of Internet Shopping Network, the online shopping pioneer. "We have very few customers tell us (security) is why they're not buying. We've had problems, but it's with people using cards that they've stolen we don't know where. But no one is intercepting account information."

That's not to say Internet Shopping Network and other online retailers aren't working on the problem. "As any good retailer would, you constantly are concerned about it," Rollinson says. "No system is foolproof, and you try to monitor it constantly."

Secured transactions are poised to take off later this year, once MasterCard, Visa, and American Express issue standards for financial transactions. In early February, MasterCard and Visa ended months of disputes and agreed to work together on the so-called Secure Electronic Transaction (SET) standard, which safeguards credit card payments over open networks such as the Internet. The credit card giants are expected to issue SET guidelines in the second quarter of this year; they forecast that banks and online merchants will offer SET secured transactions by the end of the year.

Officials at companies pushing electronic cash systems argue that concerns about financial transactions will drop when more merchants start using their digital payment systems. Those companies, including CyberCash, (*http://www.cybercash.com/*), DigiCash, (*http://www.digicash.com/*) and First Virtual Holdings (*http://www.fv.com/*), already make secured credit cards available and are working on systems that would let shoppers use checks or "micro payments" in lieu of cash to buy from pre-approved merchants.

CyberCash, which has offered secured credit card transactions since April 1995, has signed up more than 50 merchants, including Novell, Oracle, Virtual Vineyards, and The WELL; and thousands of banks, CompuServe, and CheckFree are private-labeling the company's electronic wallet. CyberCash processes have issued 500,000 of its free wallets and processes "tens of thousands" of transactions a day, according to Teresa Crummett, the company's corporate marketing director.

Although the progress is encouraging, veteran online retailers know they could be doing more. "We're just scratching the surface," says HSN's Rollinson, who would like his company to add longer product descriptions and eventually accept electronic cash. "It comes down to retailing basics," he explains. "The way you promote products, having the right products at the right price, understanding your market. What's great about the Web is the tools to learn what's working and what's not are better than in traditional retailing." ■

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1-888-CD Movies Plus MPEG *http://www.cdmovies.com/* Browse our worldwide VideoCD/MPEG catalog: movies, music videos, kids, sports, and adult. Also the latest and greatest in entertainment technology. [Exp. #152.]

Action Systems, Inc. *http://www.actioninc.com/* Action System offers LAN, WAN, System and Internet integration as well as consulting. Call: (415)591-7752 [Exp. #151.]

Adaptec *http://www.adaptec.com/* Information on Adaptec IOware product solutions and technologies, service, and support. Career opportunities also featured. [Exp. #150.]

ARM Computer, Inc. *http://www.armcomputer.com* Notebook, laptop, and portable computer specialist distrubuting name brand and other state of the art notebooks. [Exp. #152.]

Association of Shareware Professionals (ASP) *http://www.asp-shareware.org* This site offers shareware industry news, resources, and the latest programs produced by ASP members. [Exp. #152.]

Bits & Bytes Development *http://www.vc.net/bbd/* Custom DOS/Windows software development, consulting, and Web design. [Exp. #151.]

CD-Media *http://www.cdmedia.com/* Free advertising: first 100 businesses in different professions in our April publication on the Internet and 3.5" disk. [Exp. #151.]

Computer Online Shopper *http://www.lainet.com/rnr/cd/cd1.htm* The ultimate guide to LA area computer shops. Check here for best prices, locations, products, etc. [Exp. #151.]

connect.amp.com *http://connect.amp.com/* connect.amp.com is a customer-driven, multi-lingual electronic catalog of AMP products. [Exp. #150.]

David Wong Consulting *http://www.crl.com/~dwong/* This is an experimental Web consulting service. My goal is to pinpoint difficulties users have with computers. [Exp. #150.]

Decibel Instruments, Inc. *http://www.decibel.com/* Developer and manufacturer of ultra quiet PCs for improved acoustic measurements and for eliminating noise fatigue caused by daily exposure to noisy PCs. [Exp. #152.]

DijiDezign *http://www.dijidezign.com/* Portfolio and information on DijiDezign and its services: Digital Illustration, writing, photography, art direction, Web page design, and graphics services. [Exp. #150.]

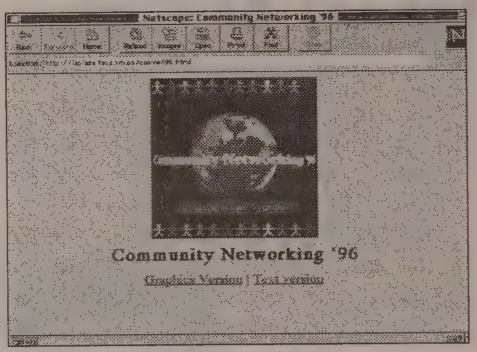
Distributed Processing Technology *http://www.dpt.com/* Supplier of high performance SCSI and RAID solutions. The Web site offers extensive information on the company, DPT principals, and its products. [Exp. #150.]

EIO: Electronics Information Online *http://www.eio.com/* A super surplus store. We buy and sell excess, discontinued, new, and used electronics components and computers. [Exp. #151.]

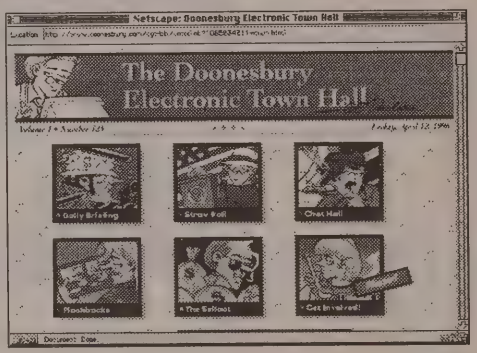
Expert Vision *http://www.expervision.com/* Learn the latest about TypeReader Professional OCR software. Download a free demo. [Exp. #152.]

General Computer Engineering, Inc. *http://www.gcei.com/* Supplier of IBM-compatible hardware products, technical services, and software. Located on Raymond just north of the 91, in Anaheim. [Exp. #150.]

Global Computer Express *http://net.discnt.com/global/* Wholesale to the public. Systems, multimedia kits, SIMMs, CPUs, and more. Check out "Meet the wacky staff" page. [Exp. #150.]



http://laplaza.taos.nm.us/comnet96.html



http://www.doonsebury.com

GreatLeap Systems *http://www.california.com/~glcdrom/glcdrom.thm* CD-ROM publisher and distributor. Multimedia producer. Also design business presentations and Web pages for customers. [Exp. #151.]

HiTek Solutions, Computer Education Centers *http://www.hiteksolution.com/hiteksolution/* Novell and Microsoft certification training providers. (714)474-8270. [Exp. #152.]

JDR Microdevides *http://www.jdr.com/* Net surfers can order catalogs, review products, place orders, and more. [Exp. #151.]

Leapfrog Lab *http://www.leapfroglab.com/* Leapfrog Labs' online catalog offers high quality products from Everex and other vendors at guaranteed low prices. [Exp. #150.]

Mac Intelligent *http://www.firstedition.com/~firstedition/* Mac-based computer systems consultants, international sales and service, multimedia presentations, and trade show exhibits. [Exp. #150.]

Magic Link Corp. *http://www.kaiwan.com/~magic/* Introducing Magic Switch for sharing a printer, files between two PCs, and Autoswitch for sharing two different printers. [Exp. #151.]

Mind Logic *http://www.best.com/~jdulaney/* Multistandard video VCRs, TVs, camcorders, converters, and accessories. View or convert your tapes. [Exp. #151.]

Mitsuba Corp. *http://www.mitsuba.com* Computer manufacturer located in La Verne, California, selling high speed 486 and Pentium systems. [Exp. #152.]

@MultiMedia *http://atmm.com/* Your source for the latest and best CD-ROM titles. Will match any competitor's advertised price. [Exp. #151.]

Murtaugh Represents *http://www.murtaugh.com/* Innovations in CAD/CAM software. [Exp. #151.]

NexGen *http://www.nexgen.com/* Learn about the NX586, today's fastest Windows 95 processor. [Exp. #150.]

Novell's Small Business Web *http://netware.novell.com/smallbiz/* [Exp. #151.]

Ocean Information Systems, Inc. *http://www.ocean-usa.com/ocean/* The leading manufacturer of server and PC systems, motherboards, 8X CD-ROM drives, cases, and power supplies. [Exp. #150.]

Pangaea World Orchestra *http://www.creative.net/~duane/* Open a file, hear an orchestra. Free sounds in PC, Macintosh, and Sun formats. [Exp. #151.]

PCS4LESS *http://www.pcs4less.com/* This new mailorder company offers you PC software at low, low prices. Let us show you how you can get these bargains. [Exp. #150.]

Randall Consulting Home Page *http://www.srandall.com/* Providing consulting services for companies using Tandem computers. [Exp. #152.]

Sharp Electronics *http://www.sharp-usa.com/* Discover the latest product and company information from Sharp Electronics Corp. [Exp. #152.]

Simplified Computer Systems & Training *http://www.simcom.com/simcom/* Based in Upland, CA. We provide cost effective computer systems, efficient service, and quality training. [Exp. #151.]

Software Outlet *http://www.softwareoutlet.com/* A mail order company specializing in low-cost software. Call 1-800-230-SOFT for a free catalog. [Exp. #151.]

Supercom *http://www.t1net.com/Supercom/* Product information to be available soon. Look for weekly special. Listing of latest drivers for immediate downloading. [Exp. #150.]

Syscom *http://www.Syscom-Corp.com/* Products and services related to broadcast fax communications and other information services. Also flower delivery to India overnight. [Exp. #152.]

Systematic Solutions, Inc. *http://www.systematicsol.com/* Selling integrated software for wholesale-distributors and service companies. (Touchstone 2000, Solomon, and Great Plains) [Exp. #150.]

TLC—Tech Logic Computers *http://www.theprobe.com/sub_pag/techlogi.html* Providing support, service, and sales (hardware and software). Excellent memory and CPU prices! [Exp. #151.]

Touch Voice Corp. *http://www.deltanet.com/touchvoice/* A computer telephony company offering computer-based businesses telephone systems, multi-line voice mail, fax-on-demand, and interactive voice-response products. [Exp. #152.]

Wishing Well Sysops' Corner *http://www.geocities.com/siliconvalley/1838/* Many links to door sites and support sites for most BBS types. HTML Resources and more. [Exp. #151.]

WE'VE REVAMPED THIS SECTION

with new and improved categories to better reflect the wide variety of Web page listings that keep pouring in. Here are the categories in order: Computer Products & Services, Web/Internet Services, Services & Products For Sale, Financial/Real Estate Services, Legal Services, Employment/Education, Organizations/Publications, Odds & Ends, Personal Home Pages, Arts, Entertainment/Leisure, Adult Entertainment.

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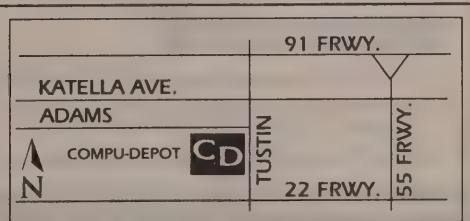

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Web Page Listings *continued...*

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A2ZBIZ Com *http://www.a2zbiz.com/~robyn/index.html* Complete Web advertising, designing, and promoting. Full Internet access anytime ($19.95/month). [Exp. #151.]

Achive Media Publications *http://www.california.com/~maxxam/ARCHIVE.html* San Jose/Concord-based Internet, video, and print media publishing. Web page design and support. [Exp. #152.]

Advanced Control Data, Inc. *http://www.acdcon.com/* Maker of E-Publisher, a full featured Web authoring tool, and Web-Buster, a graphical browser. [Exp. #152.]

Advin Systems Computer Consulting *http://www.multiscope.com/advin/* Conventional and Internet programming. We offer Web site design, implementation, maintenance, and training. [Exp. #151.]

Arjay Online *http://www.arjay.net/arjay_online/main.html* LA-area business and personal Web page design and hosting at affordable rates. [Exp. #151.]

Bay Area Internet Solutions *http://www.bayarea.net* Full service ISP, specializing in connecting businesses and individuals to the internet. [Exp. #152.]

Beach.Net *http://www.beachnet.com/* Provides full net connectivity from dialup to 56K to T1 leased lines as well as a full range of Web services. [Exp. #150.]

ComCity *http://www.comcity.com/* Comcity provides content design, Web page hosting, CGI programming, and intranet consulting for small businesses. [Exp. #151.]

CompuAll Internet Services *http://www.compuall.com/* Internet services, accounting systems, hardware services, network services. [Exp. #152.]

CTWebOpp *http://www.webcom.com/webopp.* A variety of Web services, including how to get online quickly, easily, cheaply, and profitably. [Exp. #150.]

Digital Express, Inc. *http://www.digitalex.com* Free email software, Web page designs, build Web servers and cabling. [Exp. #152.]

Diversified Net *http://www.dm.com/* Want a hot Web site or need remodeling? For best results call Diversified Net, (310)458-1927. [Exp. #150.]

E.C.N. *http://www.ecn.com* Full Internet access, free Web pages, chat games, and more. Free trial. [Exp. #152.]

Easy Access *http://www.easyaccess.com* Provides free Internet access to Bay Area users. We offer local advertising and Web page design. [Exp. #152.]

EBS MicroSystems Web Services *http://www.tcpip.com* Site design, hosting, ftp site, weather center, "safesurf certified." [Exp. #152.]

emf.net Frame Relay Packages *http://www.emf.net/emf/frame_relay.html* emf.net offers reliable and dedicated Frame Relay Internet connections. Packages include preconfigured hardware. [Exp. #151.]

ExecuStaff Composition Services *http://www.execustaff.com/execustaff/* Affordable Internet Consultants. Services range from Web development to innovative marketing strategies. [Exp. #151.]

Gamelan *http://www.gamelan.com/* The largest directory and registry of Java programs and resources on the Internet. [Exp. #151.]

Glyphix Studio *http://www.glyphix.com/* A strategic design firm specializing in Web page design. [Exp. #151.]

Joe's CyberPost *http://www.joes.com/* Publish your own Instant Home page. Reminder email from Joe's TickleBot shop with Joe's Trading Partners. [Exp. #152.]

Kinetic Cybersystems *http://kcyb.com/* Full range Internet and WWW Provider. Cost effective personal and corporate accounts available. [Exp. #151.]

KTB Internet Online *http://www.ktb.net/* Affordable Internet services, Web site, Web page design. Server co-locations and dial-up services. [Exp. #150.]

Labyrinth Online *http://www.labyrin.com/* Setup, service, and host Web sites. Competitive rates. Full service page design and development. [Exp. #151.]

Mommadillo's Home Page *http://www.home.earthlink.net/~mommadillo/* Specialists in telecommunications including BBS and Web pages. BBS number is (310)432-2423. [Exp. #152.]

MrINTER.NET *http://MrINTER.NET* Full service Web design and complete Internet advertising for small and large businesses in the LA area. [Exp. #152.]

Novak International *http://www.novakint.com/sites* Provides low-cost, basic home page and your own location on the Web. [Exp. #150.]

Outta Site Web Design *http://www.drjack.com/outta_site* Creative Web design and construction. Large graphics and animation library. Great prices and service. [Exp. #152.]

P-Net *http://www.p-net.com/* P-Net offers complete design, service, and support for your Web pages, including HTML coding, CGI scripting, and scanning. [Exp. #152.]

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NEC(ALL MODEL)	$109	$192
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nical documentation services, including Web site design and maintenance, HTML, FrameMaker, and Windows Help experts. [Exp. #152.]

Peconic Online *http://www.peconic.net* Provider of full Internet and Web access on a global and local level. Features events and information especially to Eastern Long Island. [Exp. #152.]

Ro Productions *http://lyb.com/ro-productions* Professional quality A to Z web development. Very reasonable prices. [Exp. #150.]

SPyDERLyNK Web Ad Services *http://spydrnet.com* WWW advertising services for individuals, businesses, and musicians. [Exp. #152.]

SRMC Spider Web *http://www.srmc.com/* A premiere Internet Service Provider to businesses throughout Northern California. [Exp. #150.]

Talan, Inc. *http://www.talan.com/* Talan creates educational software for college level students. Also provides Internet consulting and design. [Exp. #151.]

Tapken Internet Services *http://www.tapthenet.com/* Provides business advertisement on the Web with local and national television exposure. No per hit charges. [Exp. #151.]

Technique Development *http://emporium.turnpike.net/A/atLA/techdev/* L.A.-based custom database and software development, Web site design, training, and consulting [Exp. #151.]

Tenth Muse Interactive *http://www.tenthmuse.com* / Complete professional web site design and hosting for medium to large businesses. [Exp. #150.]

Torrance Web *http://www.torranceweb.com/* Business/ personal Web pages for the Torrance area. Check our very low "Basic" service rate. [Exp. #151.]

Trailnet *http://www.adpages.com/510ebay1/trailnet.htm* Email/ address book, home page design, online trail walks. [Exp. #150.]

Virtual InterActive, Inc. *http://www.viainc.com/* LA-based consulting firm specializing in Web site design, CD-ROM development, Macromedia Director/Shockwave, and client-server database programming. [Exp. #152.]

Voyager Info-Systems *http://www.voyager.com/* Voyager handles all aspects of your businesse's Internet presence including Web site design, housing, maintenence, and Web marketing. [Exp. #152.]

Way Home Media *http://www.westworld.com/~joelp/way.home.media.html* A Web design, graphics, and multimedia company featuring low-priced Internet, illustration, desktop publishing, and multimedia services. [Exp. #152.]

Web Diner, Inc *http://www.webdiner.com/* A professional Web site design team. We also run a forum on America Online (keyword: diner). [Exp. #152.]

Westwood Storyboard Internet *http://bbs.story.com* Soon to be the nation's number 1 toll free Internet gateway. [Exp. #152.]

Wonderwidgets *http://www.wwi.com* Full service ISP based in Redondo Beach, searving the South Bay Area. We are inexpensive and very experienced. [Exp. #152.]

World Wide Business Center *http://www.egraphics.com/egraphics/* Web pages starting as low as $95 a home page. [Exp. #150.]

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ATK Engines *http://www.atk-engines.com/atk/* Factory remanufactured engines for American, Japanese, and European cars and trucks. Free delivery in the USA. [Exp. #151.]

Audio Enthusiast *http://www.loop.com/~ssokol/audio.html* The Audio Enthusaist is a home-based high-end audio business. [Exp. #152.]

Auto/Brokernet Online *http://www.autobroker.net/* Buy or sell classic, exotic, and race vehicles. Free limited access. [Exp. #152.]

Automotive Concourse *http://www.asrinc.com/autoconcours/* Automotive classified specializing in full page photo ads. Includes dealers, services, parts, wanted, clubs, and events. [Exp. #150.]

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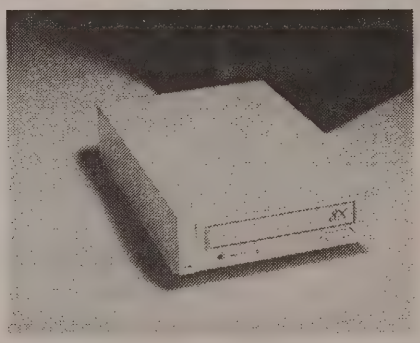

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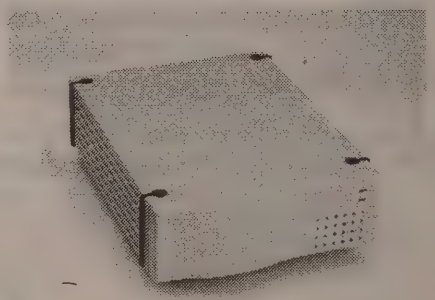

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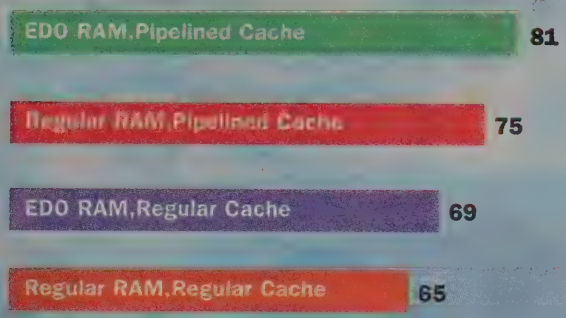

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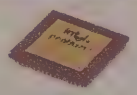

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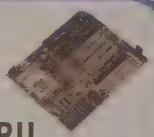
$15

intel inside



Intel Pentium 100 CPU Triton Motherboard 256K Pipelined Burst

- Plug & Play, Flash BIOS
- Enhanced IDE Support
- High Speed I/O

$259

intel

Triton Motherboard 256K Pipelined Burst

- Support 75MHz to 200 MHz
- Plug & Play, Flash BIOS
- Enhanced IDE Support
- High Speed I/O

$125

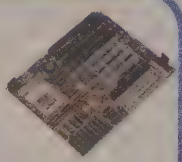
intel

Intel Triton II 256 K Pipelined Burst

- Intel 82430HX PCIset, 75-200MHz
- Plug & Play, Flash BIOS
- Enchanced IDE Support
- High Speed I/O

$189

ASUS



P55TP4N $179
Intel Triton, 256K Pipelined Burst

P55T2P4 $209
Intel Triton II, 256K Pipelined Burst

Cyrix 6x86

Cyrix 6x86-P150	814
Cyrix 6x86-P120	678
Pentium-166	525

Norton SI v8.0

6x86-P166/ P150/ P120 CPU Triton Motherboard 256K Pipelined Burst

- Advanced 6th Generation Technology
- Unbeatable Performance

$649/$399/$299

Cyrix

Advancing the Standards

5x86-120 CPU & PCI Motherboard Out Performs Intel P5-100

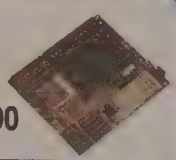
- 256K Cache
- On Board HD/FD Controller
- High Speed I/O

Pentium-100	315

Norton SI v8.0

$169

AMD 5x86-133 CPU & PCI MotherBoard Out Performs Intel P5-90



- 256K Cache
- On Board HD/FD Contro
- High Speed I/O

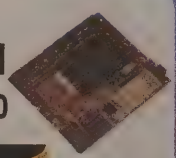
AMD

AMD 5x86-133	286
Pentium-90	285

Norton SI v8.0

$149

AMD 5x86-133 CPU VL-Bus MotherBoard Out Performs Intel P5-90



- 256K Cache
- 30/72 Pin Memory
- 3xVLB & 4xISA slots

AMD

AMD 5x86-133	286
Pentium-90	285

Norton SI v8.0

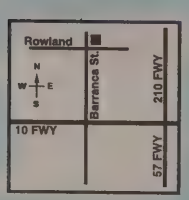
$129

Intel Pentium Pro 200Mhz Intel Aurora MotherBoard

- Pentium Pro CPU, 256K Integrated L2 Cache
- Intel Orion 82450 PCI Set
- 4 72 - Pin SIMM Socket, ECC/Parity Support
- 4 IDE Devices Support, High Speed I/O

intel inside PENTIUM PRO PROCESSOR

$1499



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Price & Specification Subject to Change

VISA

WESTERN DIGITAL

5GB IDE $399
1GB IDE $329
6GB IDE $249
2GB IDE $199
0ms Access time
28K Cache
Year Warranty

NEC

1.6 / 1.08GB IDE
• 12ms Access time
• 3 year Warranty

$219/$185

Seagate

2.1GB ATA-2 IDE
• 10ms Access time
• 256K Buffer
• 5400 RPM

$299

Maxtor®

1/1.08GB IDE
2ms Access time
year Warranty

$289/$189

COLORADO MEMORY SYSTEMS INC.

HP T1000 800MB $139
DJ-50 1.4GB $209
HP T4000 4/8GB $379
SCSI- 2

Adaptec

2940/2940UW
• SCSI-2 / Ultra Wide SCSI

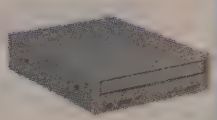
$189/$299

Controller Card

E I/O $12
erial, 1 parallel, 1 game

LB IDE I/O $19
E support, Hi-speed I/D

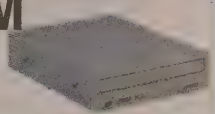
4X CD-ROM



• ATAPI / IDE Interface
• 600 KB/Sec Transfer Rate
• 200ms Average Access Time
• 128K Buffer

$49

4X CD-ROM



Mitsumi 4x IDE $55
• 200ms, 128K Buffer

TOSHIBA 4x IDE $69
• 150ms, 256K Buffer

X IDE CD-ROM

00 KB/Sec Transfer Rate
00ms Average Access Time
28K Buffer

$79

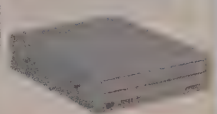
6X CD-ROM

TEAC® 6x IDE $109
• 130ms, 256K Buffer

TOSHIBA 6x IDE $ 99
• 150ms, 256K Buffer

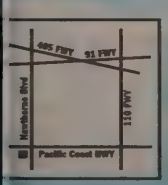
TOSHIBA 6.7x SCSI-2 $229
• 135ms, 1MB/Sec, 256K Buffer

8X CD-ROM



Ocean 8x IDE $129
• 180ms, 256K Buffer

DIAMOND MULTIMEDIA 8x IDE $149
• 160ms, 256K Buffer



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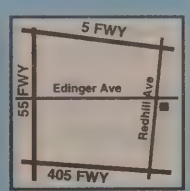
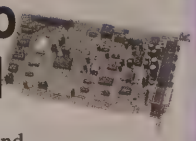
Fax:(714)258-2627



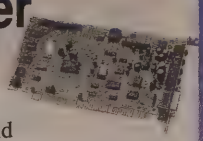
16Bit Stereo Sound Card



- True 16-bit CD Quality Sound
- 100% Sound Blaster Compatible
- IDE & Multi-CD Interface

$39

Sound Blaster Vibra 16



- True 16-bit CD Stereo Sound
- IDE Interface

$69

Sound Blaster 32 / AWE32 Plug & Play

- True 16-bit CD Stereo Sound
- Orchestral Quality WavEffects

$159/$239

Multimedia Kits

4x

- 4x CD-ROM Drive
- 16-Bit Stereo Sound Card
- 34 Bundled CD Titles
- 50 Watts Stereo Speakers

$109

6x

- 6x CD-ROM Drive
- Sound Blaster 16 Card
- 34 Bundled CD Titles
- 160 Watts Stereo Speakers

$199

8x

- 8x CD-ROM Drive
- Sound Blaster 16 Card
- 34 Bundled CD Titles
- 160 Watts Stereo Speakers

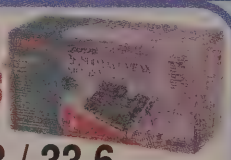
$259

USRobotics Sportster 28.8 / 33.6 Win Modem

- Designed to use the power of Windows
- Plug & Play

$139

USRobotics Sportster 28.8 / 33.6 Voice FaxModem



- Full-Duplex Speakerphone
- Remote Message Retrieval
- Fax On Demand

$189

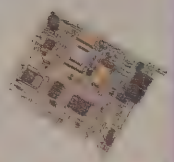
USRobotics Sportster 28.8 / 33.6 DSVD FaxModem

- Talk & Send at the same time
- Share Applications Over One Phone Line

$279

Date Fax Modem

28.8 / 14.4 Internal



- 28.8K V.34
- 14.4K V.42

$39/$109

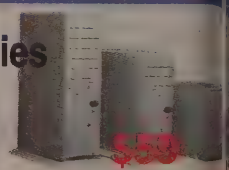
yes NetWare Tested and Approved

Network Card

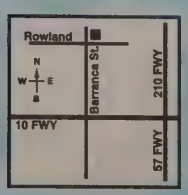
NE2000 2-IN-1 — **$ 29**
- BNC & 10 Base T , Jumperless

3Com Fast Ethernet — **$159**
- 595TX 10/100 PCI

European Series



Full Tower • 10 Drive Bays, 230W PS	$59
Medium Tower • 8 Drive Bays, 230W PS	$49
Mid Tower • 7 Drive Bays, 230W PS	$39
Mini Tower • 5 Drive Bays, 230W PS	$32



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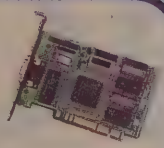
VISA

ideo Cards



LB Accelerator 1MB **$49**
irrus 5429, 16.7M Colors

CI Accelerator 1MB **$49**
irrus 5430, 16.7M Colors

DIAMOND MULTIMEDIA

Stealth 64 Graphics PCI 2MB DRAM

- 1280 x 1024 Resolution
- 16.7 Million Color

$99

DIAMOND MULTIMEDIA

Stealth64 Video 2MB DRAM / VRAM

- MPEG Playback Video
- 1280 x 1024 Resolution
- PCI Bus

$129/$229

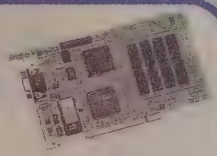
DIAMOND MULTIMEDIA

dge 3D MB DRAM / VRAM

eal Time 3D Graphics
ne Billion + Colors
Vavetable Synthesis MIDI Sound Card

$239/$329

ATi TECHNOLOGIES INC.



Mach64 2MB DRAM / VRAM

- 1280 x 1024 Resolution
- PC Magazine Editor's Choice

$129/$239

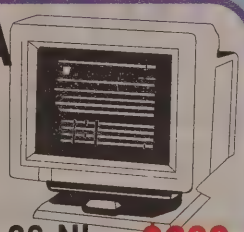
MATROX MGA POWER GRAPHICS

Matrox Millennium 2MB / 4MB WRAM

- 3D Graphics
- Full Motion MPEG Playback Video

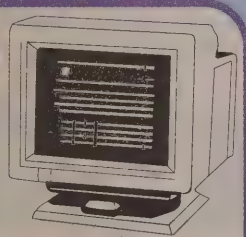
$289/$449

uper VGA Monitor



4" 1024x768 .28 NI **$209**
5" Digital .28 NI **$289**

MAG INNOVISION

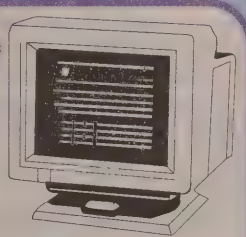


DX-1795

- 17" 1280 x 1024 .26dp
- Digital, On-Screen Display
- Win95' Plug & Play
- 3 Year Warranty

$599

MAG INNOVISION



DX-1595

- 15" 1280 x 1024 .28dp
- Digitally Controlled
- Win95' Plug & Play
- 3 Year Warranty

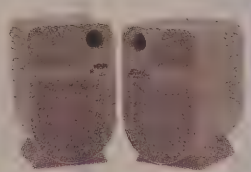
$339

uper Woo & ateLLite Speaker

20W PMPO, 15W / 10 W RMS
lose Style Swivel Satellite Speakers
Convenient Control Panel

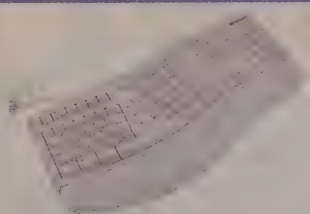
$99

Multimedia Speakers 50W / 160W



- Magnetically Shielded
- High Efficiency
- Full Range Response

$18/$35



Microsoft Natural **$59**
Windows 95' 104-Key **$19**

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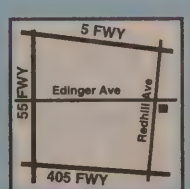
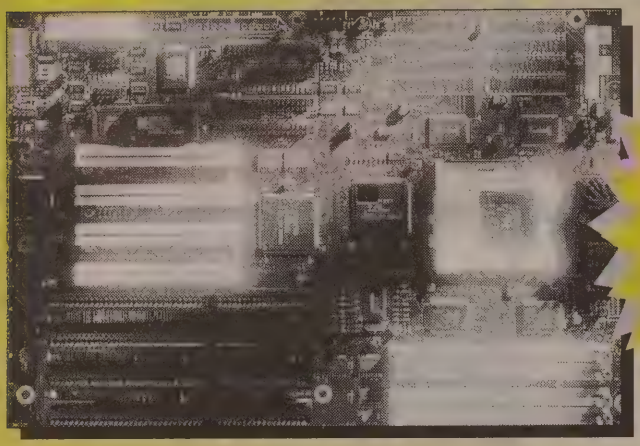


When QUALITY, PERFORMANCE, RELIABILITY & COMPATIBILITY Count.

MICRONICS



3 YEARS PARTS & LABOR WARRANTY

BABY BEAST

$1339

- MICRONICS M54 HI Plus PCI PENTIUM* System Board
- INTEL PENTIUM* 100MHz CPU
- 256K Pipelined Burst Sync Cache (7ns)
- 8MB MICRON EDO 72 Pin SIMM Memory (70ns)
- INTEL Triton Chipset
- 1.44 TEAC Floppy Drive
- 1.6GB WESTERN DIGITAL EIDE Hard Drive
- DIAMOND STEALTH 64PCI SVGA/2MB
- Integrated Enhanced Multi I-O/IDE Interface
- 104 Enhanced Win 95 Keyboard
- TOSHIBA Quad Speed EIDE CD-ROM Drive

SON OF BEAST/P6

$3699

- MICRONICS M6PI PENTIUM* PRO PCI MBoard/256K Cache
- INTEL PENTIUM* PRO P6 CPU/200MHz
- 32MB 72 Pin SIMM Memory (70ns)
- 1.44 TEAC Floppy Disk Drive
- 1.6GB WESTERN DIGITAL Enhanced IDE Hard Drive
- MATROX Millenium PCI SVGA/2MB WRAM to 8MB
- 104 Enhanced Win 95 Keyboard
- CREATIVE LABS SoundBlaster AWE32 PnP
- TOSHIBA Six Speed Internal EIDE CD-ROM Drive
- US ROBOTICS 28.8 Internal Fax/Modem

SAME DAY DELIVERY AVAILABLE

THE BEAST

$1699

- MICRONICS M54 HI Plus PCI PENTIUM* System Board
- INTEL PENTIUM* 133 MHz CPU
- 512K Pipelined Burst Sync Cache (7ns)
- INTEL Triton Chipset
- 16MB MICRON EDO 72 Pin SIMM Memory (70ns)
- 1.44 TEAC Floppy Drive
- 1.6GB WESTERN DIGITAL EIDE Hard Drive
- MATROX Millennium PCI SVGA/2MB WRAM up to 8MB
- Integrated Enhanced Multi I-O/IDE Interface
- 104 Enhanced Win 95 Keyboard
- TOSHIBA Quad Speed EIDE CD-ROM Drive

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The continuously evolving technology of the computer industry demands the highest level of quality, reliability, and compatibility.
Micronics is committed to providing the industry's best, from state-of-the-art manufacturing and testing, to superior customer service.
The M54Hi is extensively tested for compatibility under various operating systems, including:

OS/2™, V20&21	NOVELL
SCO®, UNIX®, ODT	Windows™ v3.1&NT&95
MS-DOS™, v5.0,6.2	PC DOS

M54HI PERFORMANCE RATINGS:

	90MHz	*120MHz*
Landmark 20	519.51	765.62
Power Meter v1.8		
MIPS	45.1	66.1
KWhetstones	18169.3	27008.5
Norton CPU 7.0	285.2	420.3

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d.b.a. 3-6 COMPUTERS

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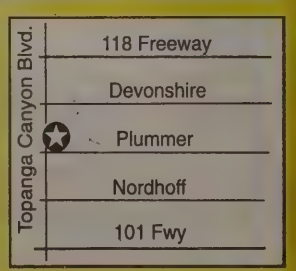

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Online Guide

Web Page Listings *continued...*

Body Essentials *http://www.bodyessentials.com* Herbs treating various conditions such as obesity, impotency, fatigue, PMS, pain, high blood pressure and cholestorol, and more. Order online. [Exp. #152.]

Borel Enterprises *http://www.borelent.com/borelent/* Stun guns, pepper sprays, free crime prevention reports online, monthly specials, and more. [Exp. #151.]

Broadcast Exchange, Inc. *http://www.broadcastexchange.com/* Online marketplace for new and preowned broadcast video equipment. Authorized Sony Professional reseller. [Exp. #150.]

Card Mall *http://www.cardmall.com/* Combination of a marketplace and information center for collectibles. [Exp. #151.]

CDWorld *http://cdworld.com/* World's largest discount music video and CD store with over 100,000 titles. [Exp. #150.]

The Chevy Spot *http://www.gm.com/* Browse a broad array of Chevy and Geo information including product lines, features, content, and prices. [Exp. #151.]

Corporate Creations *http://www.corpcreations.com/cc/* Provides incorporation and trademark registration services for entrepreneures, attorneys, and accounts in the US and offshore. [Exp. #150.]

Earth's Best *http://www.earthsbest.com* The Web site for Earth's Best Organic Baby Foods. [Exp. #152.]

Electronic Safari: The Virtual Store *http://www.best.com/~mrtony/* Specializing in high quality audio/video consumer electronics products for the home, office or car. [Exp. #151.]

Encompass Overseas Shipping *http://www.encompassgroup.com* Dependable worldwide air and ocean freight service, export and import, any size cargo. [Exp. #152.]

EPK—Emergency Product Kits & Services *http://www.epks.com/* Kits and services for earthquakes, storms, and disasters for personal and business uses. Free brochure. [Exp. #151.]

Good Earth Graphics *http://www.goodearth.com* Upscale graphic design for electronic and print media. Visit our photo gallery and virtual cave. [Exp. #152.]

Good News Travels Fast *http://ultimate.org/87/* Co-Op advertising starts at $3 per month. Put your home business on the Web. [Exp. #150.]

Grant Tracker *http://www.rahul.net/kendric/* Keep the budgets of your grants under control with Grant Tracker. [Exp. #150.]

Green Dough Grass Guards *http://users.aol.com/greendou/* Trimmable pliant grass guards for lawn sprinklers. Helps reduce damage by lawn mowers. [Exp. #152.]

Guardian Security *http://guardsec.com* Offers various guns, accessories, books, and military, self-defense equipment, and offshore loans. [Exp. #152.]

Handmade African Fashion *http://ally.ios.com/~nogomo19/* Authentic Ashanti Kente cloth stoles and fashion accessories. [Exp. #150.]

Health Goldmine *http://ultimate.org/87a/* News in Health Supplements from Life Plus. [Exp. #150.]

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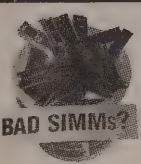

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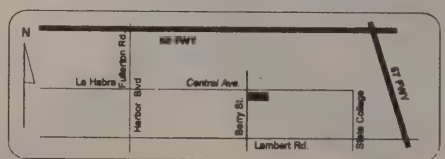

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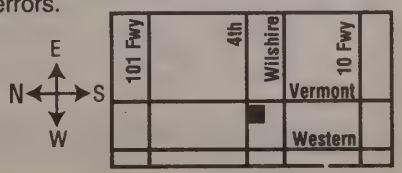

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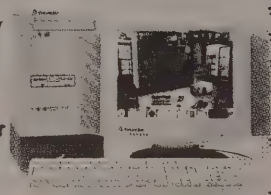

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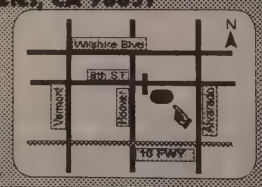

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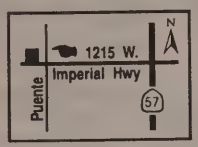

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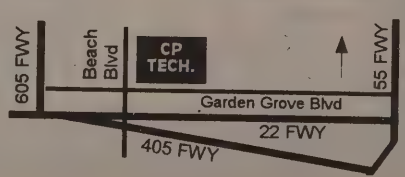

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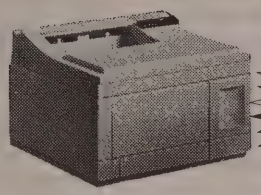

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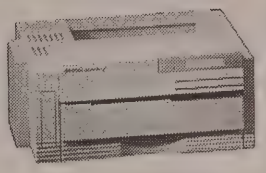

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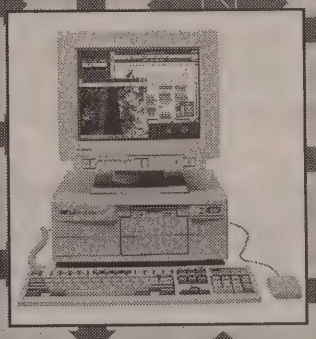

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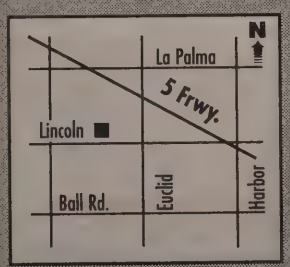

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Web Page Listings *continued from page 119*

Products & Services for Seniors *http://members.aol.com/pandce/main/pcmain.htm* Products and services for senior citizens. Free anti-crime report. [Exp. #151.]

Redeo Marble Corp. *http://www.fix.net/~rmarble* A full service marble shop specializing in waterjet inlays. Catalog online for architects and designers. [Exp. #152.]

RIgistry Of Tributes *http://www.tributes.com/index.html* Announcements with a flair. The perfect way to show how much you care for someone special. [Exp. #152.]

Ritz Vegetarian Resturant *http://www.infolane.com/ritz/* The largest vegetarian restaurant in N. California providing Dim-Sum, Buffet, and Chinese Cuisine. [Exp. #151.]

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Scanna International *http://www.scanna.com/* Worldwide love and marriage from Europe and Russia. Sincere men and women seek friendship and marriage, since 1980. [Exp. #151.]

Shelter Systems *http://www.shelter-systems.com/* Portable Geodesic Dome Shelters and Instant Greenhouses. Up in thirty minutes. Many innovative designs. [Exp. #150.]

Sunshine International *http://sunshine-girls.com/* Asian women desire romance, marriage. World's #1 correspondence service since 1984. Free photo-brochure. [Exp. #151.]

Western Electronics *http://www.westes.com/* Interested in Amateur Radio? We have what you need from call signs to an online swap meet. [Exp. #150.]

Wholesale Products *http://www.wholesaler.com/* Interesting products at wholesale prices. Most with low minimums. A must see for businesses. [Exp. #151.]

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800 FileTax *http://www.FileTax.com* Late taxes, current taxes, do it yourself, or we can help. Links to forms and publications. [Exp. #152.]

ACRENet *http://www.acrenet.com/* The American Contracts and Receivables Exchange, Inc. offers a premier location for small to mid-size businesses striving for growth in today's turbulent business community. [Exp. #151.]

All Monterey Real Estate *http://pages.prodigy.com/allrealestate/monterey.htm* Your gateway to all real estate for sale on and around California's Monterey Peninsula. [Exp. #151.]

Chosen Properties *http://www.chosenproperties.com/* Located in Roseburg, OR. Covering real estate issue. [Exp. #150.]

CyberAccountant *http://www.cyber-cpa.com/* The site for current tax, accounting, and other financial information plus a directory of financial professionals. [Exp. #152.]

Financenter *http://www.financenter.com* This site provides data, calculators, and online applications for credit cards and auto purchasing and leasing. [Exp. #152.]

Money Talks *http://www.prnewswire.com/* A electronic magazine designed to help the individual investor. [Exp. #151.]

T. Rowe Price Associates, Inc. *http://www.troweprice.com/* Quick and easy access to a broad range of financial planning and investment information for both experienced and novice investors. [Exp. #151.]

LEGAL SERVICES

Auto Fraud-Lemon Law-Consumer Warranty Page *http://www.directnet.com/~rbrennan/* Leading consumer law attorney answers FAQ's regarding lemonlaw, auto fraud, personal injury, etc. [Exp. #151.]

Divorce Services *http://www.webworldinc.com/divorce/HomePage.html* Free answer to a legal question about family law/divorce by a licensed California attorney. [Exp. #152.]

John R Kahn's Home Page *http://www.csra.net/ragnog/rm119.html* Attorney handling Computer law, Bankruptcy law, Real Estate law, and transactional matters in San Jose, CA [Exp. #152.]

Protect Your Ideas *http://home.earthlink.net/~patentlaw/* Patent attorney shows you how to cut your legal costs and make the time you spend with your patent attorney organized and productive. [Exp. #152.]

Richard J. Greenstone, Attorney at Law *http://www.rjg.com/rjg/* Copyright, trademark, licensing, business, and transactional law for the computer, entertainment, and publishing industries. [Exp. #151.]

EMPLOYMENT/ EDUCATION

Actors Online *http://www.actorsonline.com/* Well-designed, professional actor/actress directory for casting people to view information about career actors. [Exp. #150.]

Bay Area Jobs *http://www.sonic.net/~allan/ba_jobs.html* Bay Area Jobs is the most extensive set of employment links currently available in the Bay Area. [Exp. #152.]

International Employee Exchange *http://www.intlex.com/* NPO facilitating short-term work and cultural exchanges for employees of business, organizations, and government. [Exp. #150.]

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continued on page 234

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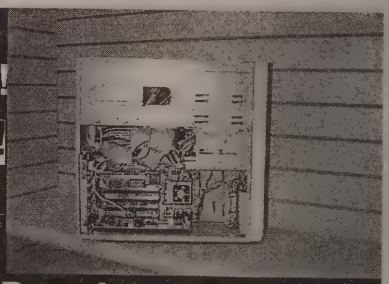

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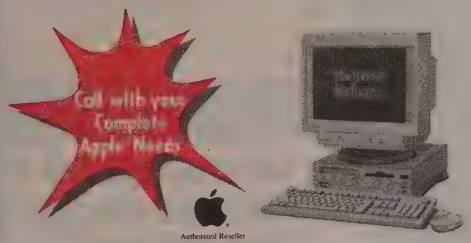

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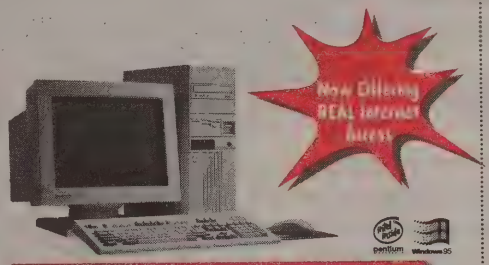

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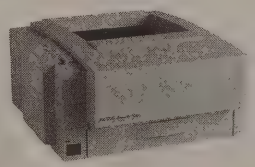

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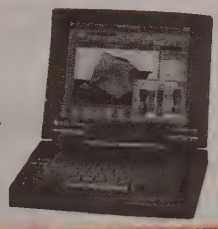

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Diamond Stealth 64 Video 2MB VRAM	24.5
Matrox MGA Millennium 4MB WRAM	29.0
STB Powergraph 64 Video 2MB EDO RAM	24.0
GENESIS 2MB	12.5

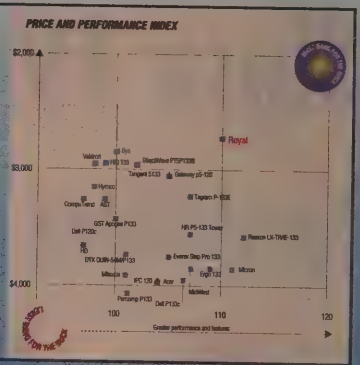
PC MAGAZINE

MOST BANG FOR THE BUCK

"ROYAL COMPUTER'S MEDIA MASTER OWES ITS IMPRESSIVE PRICE / PERFORMANCE RATIO."

IN SHORT
An excellent buy, the Media Master includes good software and a 6XCD-ROM drive.

Source: PC MAGAZINE, Sept '95



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- Creative Wavestereo
- Creative Text'LE
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- 10 Drum Kits (OEM only has 6 Drum Kit)
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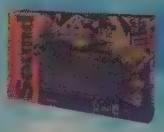
- Full Windows 95 Plug & Play



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intel inside pentium PROCESSOR

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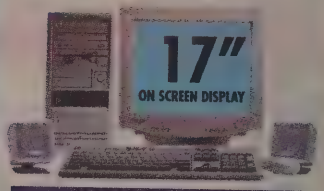

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- 1.44 Disk Drives, Hi-res Mouse
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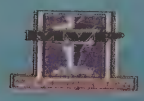

#9 IMAGINE 128 BIT GRAPHICS ENGINE
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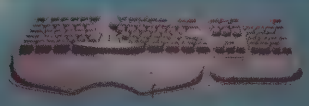

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The Medium Is The WEB

USWeb Founder And CEO Joe Firmage Bets The Business Is Putting Other Businesses On The Web

"THE QUESTION IS WHO AND WHEN, NOT IF," SAYS JOE FIRMAGE. "In North America, there are roughly two thousand Internet service providers of one form or another, including access, professional services, and consulting. Two thousand small organizations. There will inevitably be some consolidation, some aggregation." ❋ As projections spiral upward for revenue growth from advertising, banking, and shopping on the Internet and the Web, individuals and businesses have been rushing to provide an ever increasing range of products and services for businesses on the Net. In this dynamic environment, founder and CEO Joe Firmage, with approximately $17 million in capital backing from Softbank and Ziff-Davis Publishing, is building USWeb Corporation with the goal of becoming "the worlds largest professional services organization targeted at the Web." ❋ Although this may sound like typical Silicon Valley start-up enthusiasm, Joe Firmage, barely 25, is no starry eyed entrepreneur. He grew up surrounded by Utah's high-tech explosion, led by Novell and WordPerfect. In 1989, Firmage founded Serius Corporation, an early developer of object-based programming tools for PC developers, which was acquired by Novell in 1993 in a transaction valued at $24 million. ❋ Late last year, recognizing a powerful unmet need for consulting services to simplify the complexities of the Web to a diverse business community looking to establish themselves in this new medium, Firmage spearheaded the team to build USWeb Corporate. USWeb will offer businesses a one-stop source for Internet-related services through a national network of local USWeb Centers, run by affiliates. A crucial component in this plan is for USWeb affiliates to leverage USWeb Corporate's economies of scale in research, development, partnerships, and marketing to significantly lower the costs for putting businesses on the Web. ❋ On March 13, 1996, USWeb launched phase one of its program to recruit affiliates "to join the USWeb Network." Almost immediately USWeb started receiving a steady stream of responses by interested and qualified businesses that wanted to participate. Phase two, opening its doors to the general public for business, is expected to happen sometime in June. ❋ In the meantime, potential affiliates are being evaluated, signed, and briefed; technology partnerships are being negotiated; construction at USWeb Corporate headquarters in Santa Clara is proceeding, and the staff continues to grow almost daily. I caught up with Joe Firmage at the beginning of April to get a glimpse of his vision about building a business to serve other businesses in this medium.

By Michael Robin • Photos: Tustin Ellison

WARNING: System by Speed by

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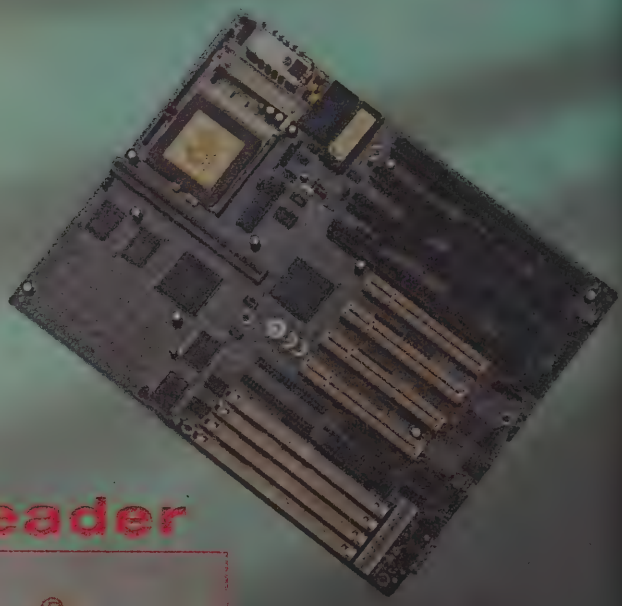

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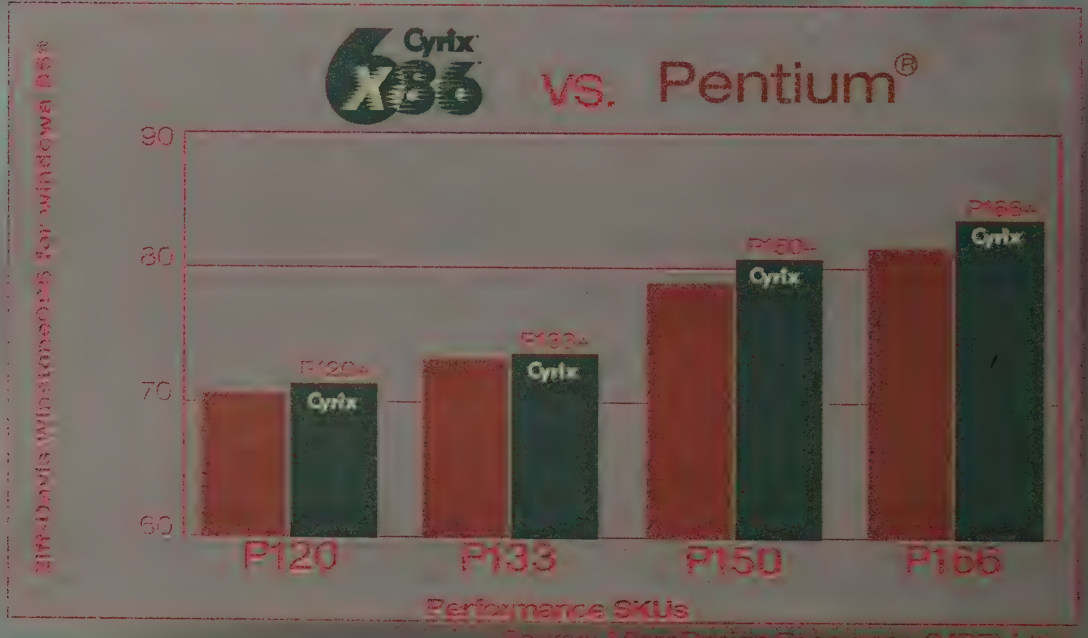

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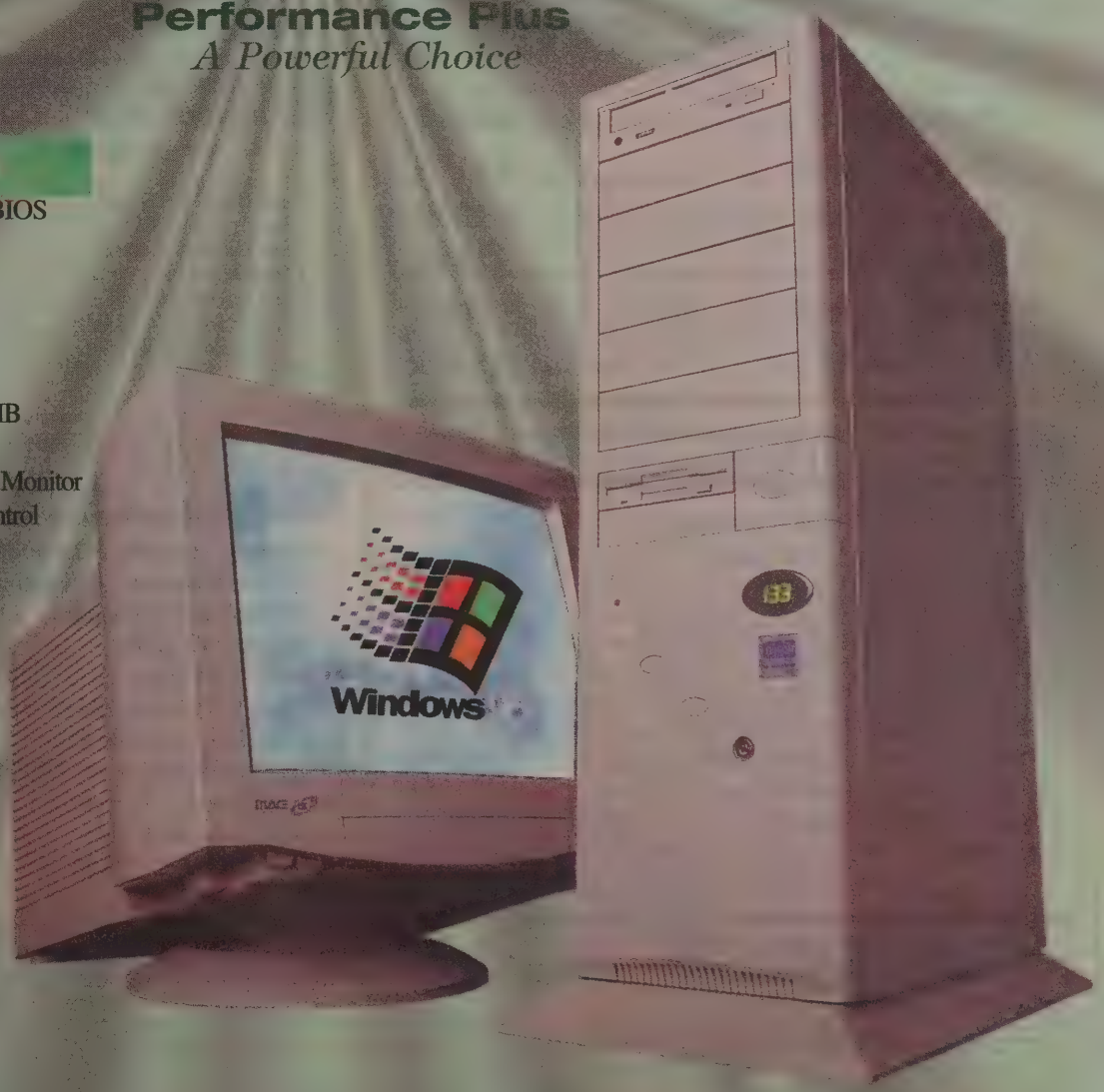

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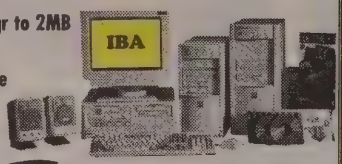

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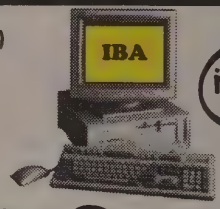

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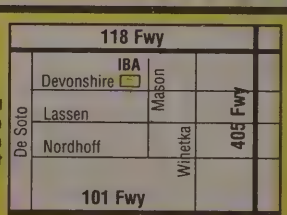


Your corporate brochure reads like you are offering everything to everyone. What is the focus of USWeb's business?

The core of our business is service—billable hours. Hours that can be invested to solve problems that customers don't want to have to solve on their own, or problems that they need help solving on their own. The core of our business opportunity is not an invention, it isn't a software development project, it's not a piece of hardware or something that we can deliver in a box. It's the intelligence of a worldwide network of developers and consultants who will be available in every major metropolitan region in the country to help businesses and organizations establish a presence on the Web.

Orbiting around that core function are other aspects of providing a one-stop source for service. We will resell Internet access. We will resell hardware and software products. But those are peripheral aspects of our core business, necessary simply to provide a one-stop source for customers.

So, the core business attacks the problem of helping an organization, a business, or an individual to build a compelling Web site in the Internet medium. These Web sites will focus both on external business processes, like the publication and marketing style sites that you mostly see on the Web today, but increasingly over time they will include internal business process sites—intranet sites—for companies to conduct business between employees and between organizations internally.

Who is the ideal customer?

The prototype customer is the customer who sees the value in the types of things that a $2 million Web site can do today, but cannot afford that $2 million dollars to build it themselves. In fact, Forrester Research just did a study on the skyrocketing price of a simple, moderate, and complex Web site. That's just untenable. The Web will never prosper with that type of price tag attached.

We aim to bring the opportunity of a Web site into the reach of a much broader range of businesses. We plan to achieve this with economies of scale that allow us to provide that business with a compelling intranet, electronic commerce or marketing site for a fraction of the cost.

Early on, some potential investors said, "Joe, we really have a problem investing in this concept because Vermeer is coming out with a great new tool. It is going to automate the process of building a Web site."

I said, "Yes, for the resume site developer who wants to put together a page on his own, that's great. But are you really suggesting that that tool is going to automate the process of building a client-server transaction processing site that integrates with an inventory tracking database?" Of course not. That's going to require professional services, and that is going to remain the case as far into the future as I have vision to see.

That Forrester study talked about a Web site costing between several hundred thousand to several million dollars, with that amount increasing 50% to 200% as the net continues to grow. For a small to medium sized company, like BAM Media for example...

You have about 100 people? So you probably have revenues in the range $5 to $15 million?

That's a good size. What would it take to establish a credible presence?

The first question to ask is, What would you like to be able to accomplish online?

If what you'd like to accomplish online is a full online publication, say *MicroTimes Online* with advertising, membership profiles, perhaps areas that have some interactivity, with querying for your reading audience, that type of site today might cost you a couple of hundred thousand dollars to set up and maybe $25-50,000 a year to maintain, not including the content or information development that would be required on an ongoing basis. Over the next three years we would like to cut the price of that site by 80%. We would like to cut that $250,000 expense down to a $50,000 expense. We aim to do that by creating economies of scale across all aspects of the professional services function.

Looking at your business model, why did you choose a franchise model for the relationship between corporate headquarters and local affiliates?

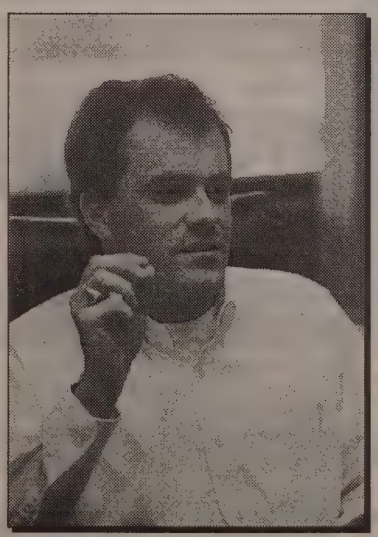
I have had people ask me, "Why didn't you choose alternative business models?" One would ask, "Joe, why do a franchise? Why don't you just build USWeb Centers everywhere? Why try to work with third-party entrepreneurs to build this?" And other people have said, "Why try to build any type of network at all? Just build a channel, like a reseller or VAR organization, a loosely affiliated group of separate, independent businesses."

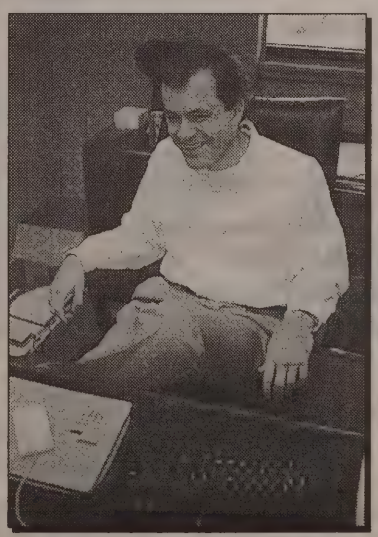
There are forces that drive you away from both of those. The force driving you away from corporate ownership is the inherent entrepreneurial creativity and the inherent distributed nature of the Web. In the Internet everything is distributed—the logic, the processing, the innovation, the content, the people. Our concern with a completely corporate-owned operation was that we would flatten the creativity, entrepreneurial resourcefulness, and innovation that existing Web presence providers have already established.

In the other direction, we have to be able to create economies of scale in order to be able to reduce the cost of entry for developing a Web site. If we cannot build economies of scale, then the price will never drop and the Web will either be out of the reach of most businesses or what you see on the Web will be rather non-compelling and stupid.

The only way you can create economies of scale is if you band together, financially and otherwise. Combine resources, share some central pool of funds to invest in common development and marketing functions. That is the recipe for a franchise.

> For virtually every person who doesn't have a Web site, and for many who do, when you ask them a very simple question, "To whom would you turn to establish a presence online?" you get these blank stares. You could drive a truck through that opportunity.





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Who is the ideal affiliate?

The ideal affiliate will fall into one of three categories.

First, they are an existing Web presence provider. A Web presence provider is the accepted phrase that refers to organizations that provide design consulting and creative services for setting up Web sites. They specialize in that business.

The second category includes creative agencies. These are advertising and marketing organizations that have substantial lines of business in past media—broadcasting, print, radio, or whatever—and have seen the emergence of the Internet and the Web as a new medium that deserves their creative attention.

The third category are client-server VARs, consultants, and System Integrators—those who come to this from the logic, client-server, programming, or networking aspects of computing. Our target affiliates fall into one of those three categories.

And the requirements to become an affiliate, in terms of existing capital, knowledge, and capital for investment?

The expectation is that most of our affiliates are what we call conversion projects—those who already have an existing business up and running that is converted into a USWeb Affiliate. Alternatively, there will be some creative agencies and large client-server VARs and Integrators who set up a USWeb Center as a subsidiary to their existing business.

The capital requirements range all over the map depending on how much of an existing business you already have—anywhere from $25,000 in a small market where a business is already up and running, to half a million dollars if you are starting a new business in Manhattan. It really depends on the region, the market, the demand, and so forth.

There is an initial franchise fee, which is essentially a license fee to USWeb Corporate to acquire the rights to be an affiliate. That fee is $50,000. It is being waived for the first ten affiliates, and cut in half to $25,000 for the next forty. The first fifty affiliates get a substantial incentive to participate in the network. They will essentially be our beta test organizations as we refine, perfect, and hone our business model.

Each affiliate contributes 7% of gross revenues to USWeb Corporate. Two of those seven points are redirected right back into a national marketing pool that we manage, whose sole purpose in life is to generate demand for new business for the affiliate network. With that 7% we create economies of scale in marketing, technology, partnerships, and operations that will better enable them to compete, better enable them to grow in comparison to their independent competitors. That 7% comprises the ongoing obligation of the affiliate.

In the end what we are doing here is very simple. We are setting up a channel that is specialized and tuned for the Web. A channel has emerged in every other business. Novell created a fantastically powerful channel back in the mid-to-late '80s. That channel was responsible for the rise of the LAN. We are creating a channel for the Web. It's a channel to customers. It's a channel to their Web sites. And the implications of that for everybody involved in this business are quite astonishing.

How much of any particular geographic market does an affiliate receive when they join USWeb? Will there be multiple affiliates in San Francisco or between San Francisco and Santa Clara? Or as an affiliate will I be able to open multiple centers within my franchise region?

Each franchise license entitles an affiliate to operate one USWeb Center. However, the affiliate may market its services to customers anywhere in the world, without restriction. Affiliates can open multiple locations by signing additional franchise licenses, subject to our approval. USWeb Corporate does not define any territorial boundaries specifically, because unlike most franchises street traffic is not the principal form of new business. We use our own good judgment in approving the proposed locations of candidate affiliates.

We'll determine how many USWeb affiliates may exist in a certain region by assessing how best to capture overall market share in that region. It's in our interest to have fewer, larger affiliates, because they will tend to be more profitable. At the same time, we need to make sure that we adequately serve the demand in the marketplace. In the final analysis, we'll do the best job possible of matching supply to demand. Within this test, there will surely be more than one USWeb Center in the Bay Area.

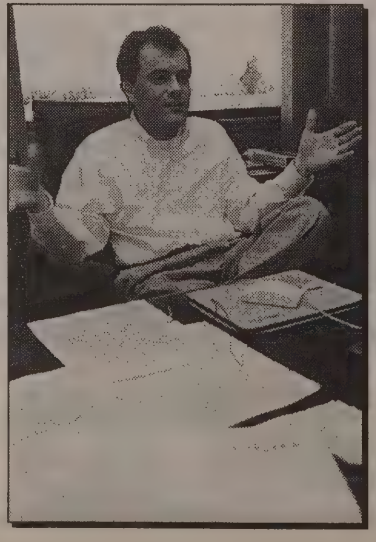
How much creative independence will an affiliate have?

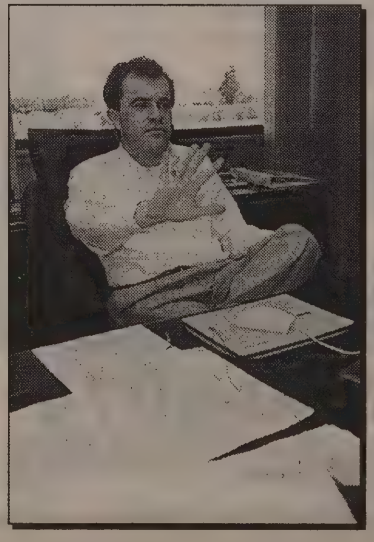
Unlike a typical franchise, we are not dictating office decor and uniforms. Those type of retail-ish attributes are not dictated by USWeb Corporate. The frequency of a customer crossing from affiliate A in one region to affiliate B in another is fairly rare. You do not have to have absolute consistency in physical appearance of a business.

What does need to be consistent are all the aspects related to branding, marketing, and a minimum set of services that USWeb Corporate markets to the world. When you walk into your closest USWeb Affiliate you have an expectation that has been set by our advertising that you will be able to get x, y, and z services. Each affiliate does need to be able to provide those services. However, beyond that they are absolutely welcome and encouraged to specialize in vertical markets, in the scale of the projects they take, or in any other way they wish.

USWeb Hollywood, for example, will have a markedly different customer profile than USWeb Wall Street. That's a plus because when you have a customer walk into the doors of an affiliate that doesn't specialize in the business that that customer needs, we have set up a referral system and a kickback financial incentive to make sure that the customer is kept in the family.

If we cannot build economies of scale then the price will never drop and the Web will either be out of the reach of most businesses or what you see on the Web will be rather non-compelling and stupid.





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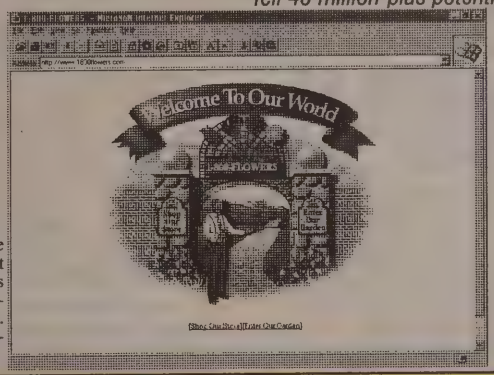

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6X - Mitsumi FX600E (900KB/s)	$119
8X - Optic Storage StingRay (1,200KB/s)	$149
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6.7X - Toshiba (1000KB/s-150ms)	$279

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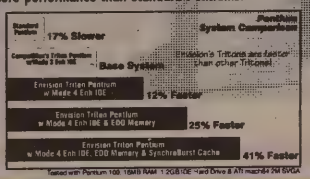
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6X CD	$1,949	$2,049	$2,119	$2,199	$2,299	$2,499
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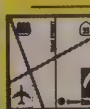

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So, there are no restrictions how the affiliate presents the customer on the Web?
There are no restrictions on content that they produce, other than Federal and regional law. We would of course expect affiliates to operate within these guidelines, and they are required to do so anyway under law. But USWeb Corporate does not dictate anything with respect to the style, the content, the markets, or the customer base that affiliates serve. We advise them to be as consistent as possible at least in offering the minimum set of services because we believe they will be more successful if they do that.

We will be providing a technology envelope, which sets forth a set of technology specifications which if used will help significantly reduce their costs and the costs to their customers. If they stay within that technical envelope, they will have the benefit of hosting systems that we set up, of content libraries, of templates that we build, of systems and procedures, and of research documents that we produce. But if they go outside that technical envelope, it is more likely they are on their own. They're pursuing an area in which there is not enough business for us to create an economy of scale to support.

I keep thinking of large national and international organizations like Kinkos or McDonalds where almost everything looks the same. But when I am on the Web looking at a company's site, will it be inherently obvious that it is a USWeb designed site?
I hope it is inherently obvious for two reasons. Number one, because it is so damn responsive; it is always up and it's never down. Number two, it's unusually immersive. Other than those attributes, I hope that you can't tell that it fits into a form that you recognize as a USWeb-developed site.

There are three aspects of a Web site: the front-end veneer, the logic or guts of the site itself that make it work, and the hosting. We aim to commoditize the latter two of those. That's where most of the emergent costs are in developing a compelling Web site. The costs that are skyrocketing are the systemic costs: the guts for doing transaction processing or interactivity or wiring up to an Oracle database or an HR system. That is where the costs are, and that's where we can commoditize.

A customer doesn't care much what goes on back there, as long as it works. What they do care about and what they do insist upon being unique, compelling, and relevant to their own particular business is the front end, the veneer. That's the closest thing that they see and that they are most willing to pay for. It's the thing the affiliates are best equipped to implement.

With respect to the perception of a user coming to a new site online, I hope that the work done at that front end is capable of completely distinguishing that site as a unique presence on the Web. Nothing cookie cutter about it. But if it costs an existing Web presence provider $10,000 to develop a connection back to a credit card authentication system, that is something we can commoditize and sell for $250.

Generally, this process sounds similar to what you were doing when you started Serius: developing reusable programming tools.
Serius was one of the companies on the bleeding edge of the concept of rapid application development based upon components. This is exactly that idea.

Other companies that took that idea and ran with it were very successful. The OCX model, the Java front-end plug-ins, the Netscape plug-in model, all of these are representative of that idea. I think that the action will be more and more on the back end for components. It is correct to guess that USWeb's content library will be comprised of a vast number of components and media elements; organized along the lines of business processes produced by USWeb Corporate, our affiliates, and third-party content producers; and made available to our affiliates through a system we are developing. Then they can take those components, mold them together, develop a custom front end around that, and deliver the solution as a unique experience for a business at a fraction of the cost.

You mentioned that it is the front end or veneer that customers are most concerned with and thus easily willing to pay for. What criteria do you have for evaluating the skill, the aesthetic of affiliates? Will USWeb Corporate offer training in designing and building the front-end as well as the back end and guts?
Yes. In fact, over time you'll see some very big programs introduced that focus on the design capabilities of our Web developers. We're even about to launch a scholarship program at a dozen schools of art and graphic design to foster an ongoing relationship with potential talent.

The best way for us to evaluate a potential affiliate's creative skill is to examine Web sites they've built. Beyond that, USWeb will provide ongoing training to help affiliates hone creative skills focused on the front-end aspects of site development.

As Corporate headquarters makes deals with vendors such as Cisco, Ascend, or Macromedia, will affiliates be limited in the products they can resell?
It's purely a financial incentive for everyone's benefit. As franchises have matured over the past couple of decades, franchisors have become increasingly reliant upon the carrot aspects of their relationships rather than the stick aspects of their relationships; less coercion, more encouragement and motivation. That is particularly true in the case of USWeb. With very few exceptions, there are virtually no contractual requirements on exactly how the business must be run or with whom parties must deal. But certainly with respect to partnerships they form, and products that they may resell, there are no restrictions whatsoever.

> We are defining a technology envelope that will include what customers, and the market in general, believe to be the market leading solutions sets to deliver a set of functions. We will pick the top three to five database configurations, the top three to five Web server software packages, and the top three to five transaction processing and security technologies. That's our technology envelope.

What do affiliates get from USWeb Corporate?
In exchange for the 7%, they get four economies of scale from USWeb Corporate. The first is demand generation marketing. We will create a brand identity which we intend to establish as *the brand* that businesses and organizations identify with for establishing a presence online. We did some focus groups recently. For virtually every person who doesn't have a Web site, and for many who do, when you ask them a very simple question—"To whom would you turn to establish a presence online?"—you get these blank stares. You could drive a truck through that opportunity. That's the first value proposition.

Second is a set of technical economies of scale. There are three specific technical economies we're creating. The first is a central research organization—investing millions of dollars each year in research, testing, relationships, and so forth, which we will then reduce to configurations, speci-

continued on page 174

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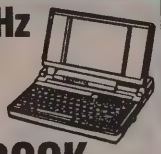

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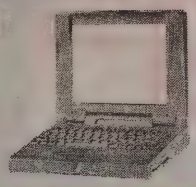

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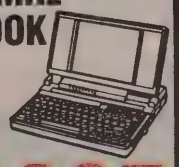

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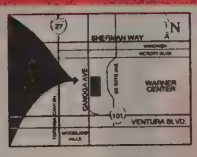

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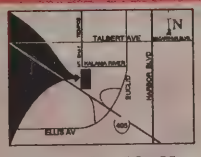

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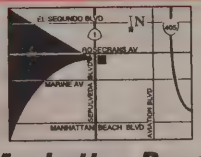

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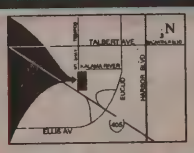

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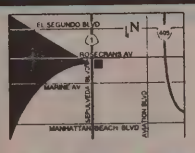

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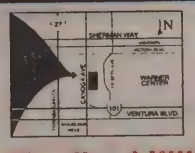

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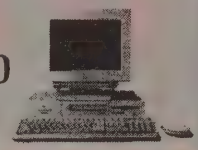

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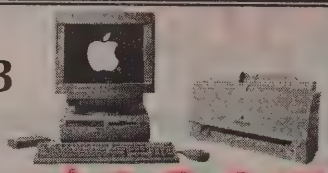

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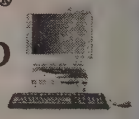

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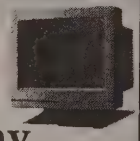

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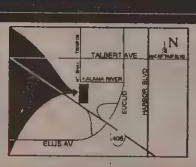

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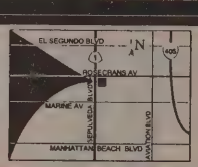

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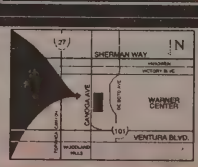

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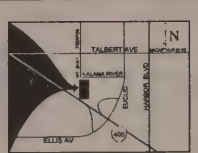

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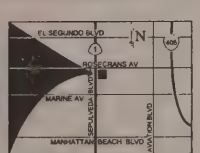

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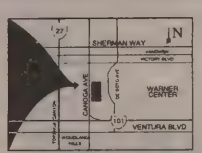

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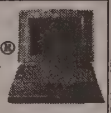

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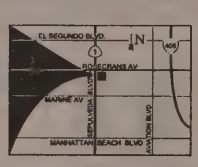

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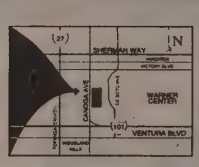

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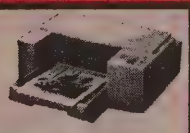

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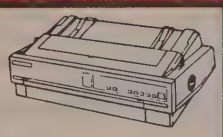

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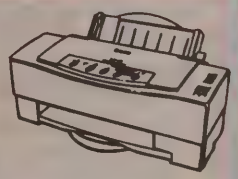

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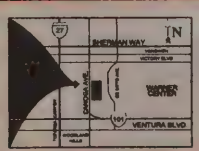

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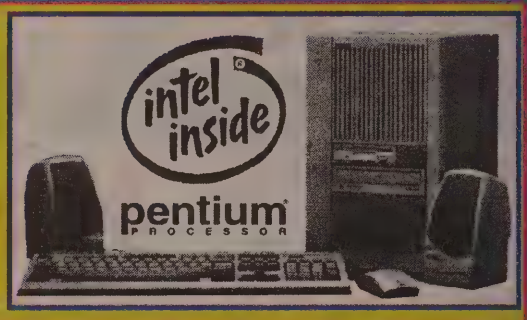

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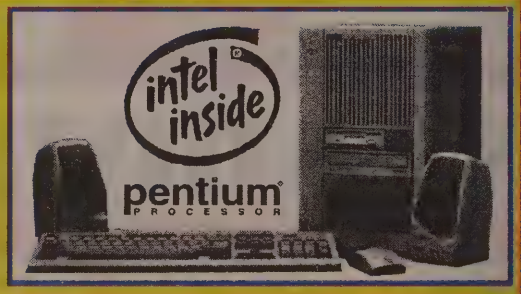

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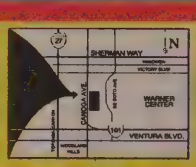

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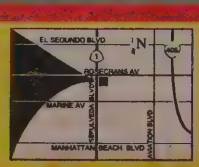

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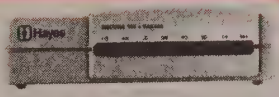

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- V.42, V.42bis, MNP 2-5
- Cables included

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14,400 BAUD INTERNAL FAX/MODEM

Fax Modem

GROUP 3 Compatible • 16550 UART
BITCOM and BITFAX S/W • Supports up to Com 7 and IRQ-9
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- Internal 28.8 (V. 34) Fax Modem
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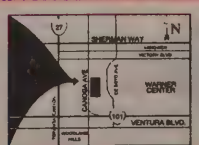

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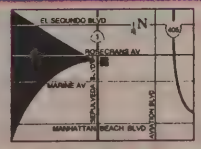

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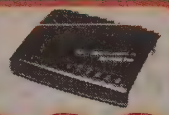
MODEMS

MOTOROLA BitSURFER PRO ISDN MODEM



Motorola's BitSURFER Pro ISDN modem is a high-speed terminal adapter that lets you access the power of ISDN for all you home and office communications. Four times faster than the fastest analog modem- 128,000 bps, Two analog device ports, Multilink PPP, Custom calling features, Simultaneous voice and data on a single ISDN line, Window 95 compatible.
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V.32 and V.42 Bis
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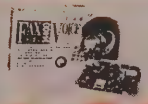

- 999 Mail Boxes w/Remote Message Retrieval & Pager Notification
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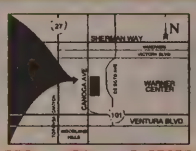

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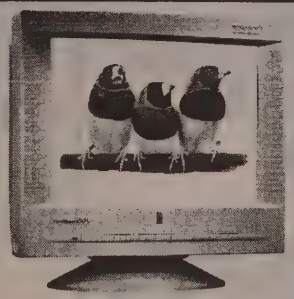

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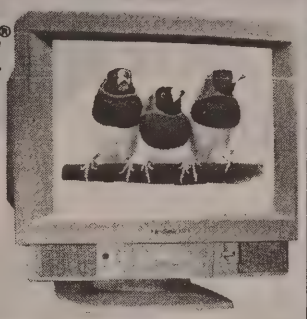

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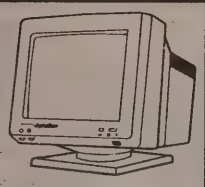

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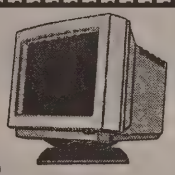

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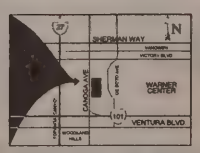

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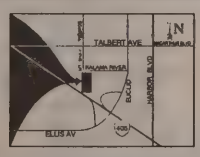

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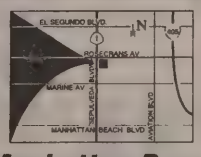

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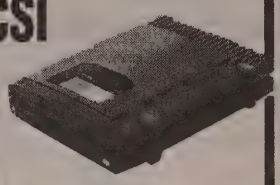

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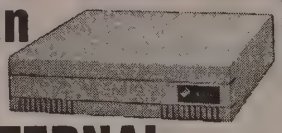

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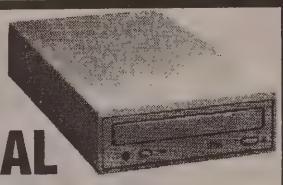

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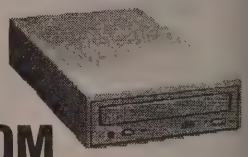

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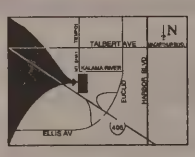

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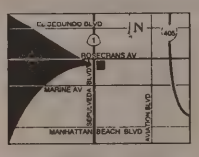

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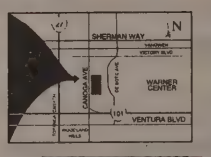

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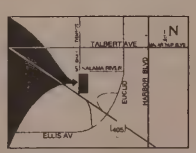

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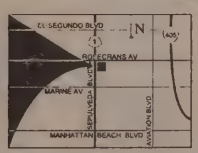

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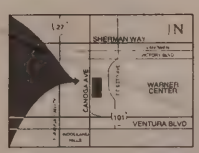

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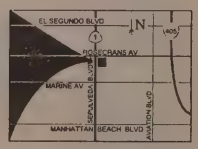

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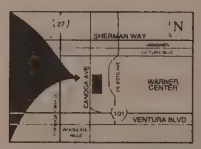

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2.04 GB ENHANCED IDE HARD DRIVE
- 12ms Seek Time
- 64K Buffer • 4480 RPM
- 3.5" x 1"
- 2 year warranty

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- 12ms Seek Time
- 128K Buffer
- 3 Year Warranty
- 3.5" x 1"
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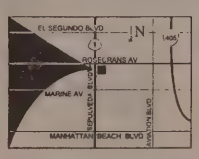

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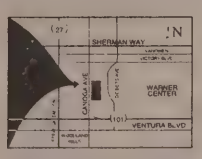

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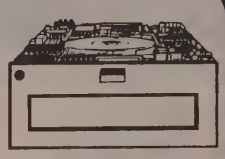

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- Read/Write Compatibility w/ QIC 80/wide

#2043252

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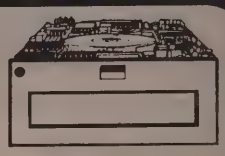
MYTAPE TRAVAN 800MB INTERNAL TAPE BACKUP



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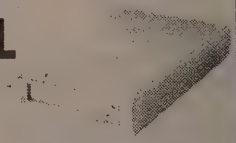

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- QIC-80/Wide Comp.
- Windows® 95, WIN/DOS

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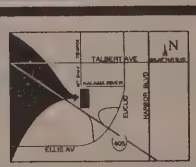

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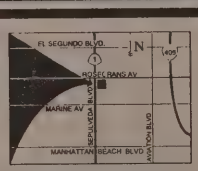

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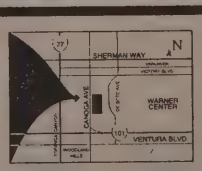

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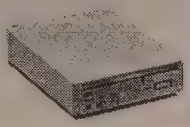

- 614KB per second transfer rate
- 150MSAccess time
- 128KB Buffer

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- Portable double speed PCMCIA CD-ROM drive.
- PCMCIA type II connector
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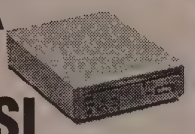

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- 20 Watts RMS system
- Frequency response: 48 Hz-20,000 Hz
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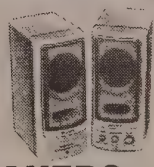
SONY. SRS-PC40 PERSONAL COMPUTER STEREO SPEAKERS



- Built-in amplifier (6 watt output)
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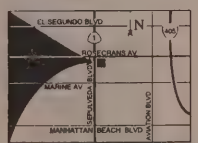

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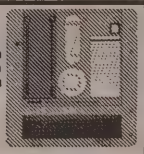

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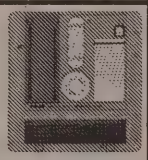

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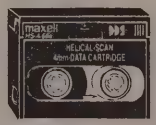

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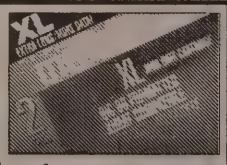

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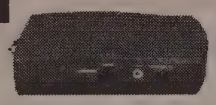

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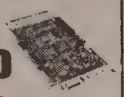

- Value-priced 16-bit wavetable sound card
- Full-duplex for Internet phone applications!
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- 16 Stereo channels
- Automatic Windows® 95 Plug & Play setup
- Upgradeable to 8MB of RAM for custom sounds and stunning effects processing
- DAT-quality playback
- 32 Digital channels
- IDE CD-ROM interface
- 3 year warranty

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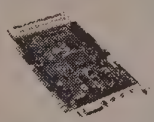

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- Ships with 512K on board D-RAM
- Full-duplex for Internet phone applications!
- Simultaneous record and playback
- 16 Stereo channels
- Automatic Windows® 95 Plug & Play setup
- Upgradeable to 8MB of RAM for custom sounds and stunning effects processing
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- Wavetable Synthesis Sound Card
- 4MB of Wave ROM for Stunning Sound Quality
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- 18-Bit Digital to Analog Converter
- Microphone, Line, and DC Inputs
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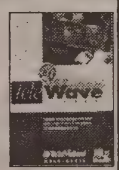

- DSP based wave table & FM synthesis combo sound board.
- 32 simultaneous stereo voice polyphony and General MIDI standard support with 128 instruments
- 2MB of CD-quality sampled instruments sounds store in ROM
- Full Compatibility with all major sound standards including Sound Blaster, MPU 401, MT-32 and Windows Sound Systems.
- Built-in CD-ROM interface supports Sony, Mitsumi, Panasonic and IDE.
- Easy start installation.

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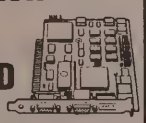
TURTLE BEACH TBS-2000 SOUND CARD



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- Soundblaster Compatible
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- Enhanced EIDE CD-ROM Controller
- 128 Wavetable instument in 2MB ROM

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- High quality video conversions supports up to 16 million colors
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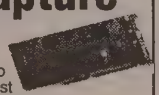

- Highest quality video capture at lowest cost
- True S-Video quality in and out
- See everything on your computer monitor. No NTSC monitor needed with the FPS/60's simultaneous overlay
- One board, easy to install, no jumpers.
- Captures and outputs all 60 fields at 30 frames per second

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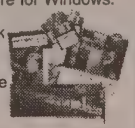
The video solution for real-time capturing, editing and playback of video. Includes Adobe Premiere for Windows.



- Capture digital VHS video to your hard disk
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- Print to tape in full-size NTSC or PAL with S-VHS quality
- Now with crystal flying fonts pro

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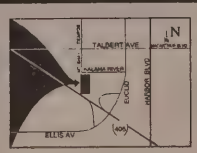

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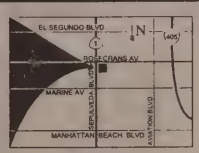

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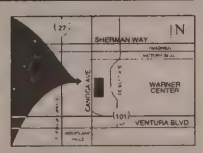

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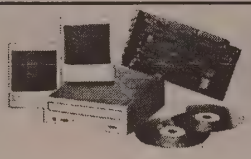
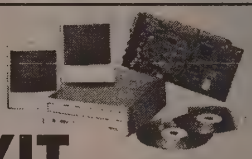


- 600KB/Sec Transfer Rate
- 16 Bit Stereo Sound Card
- Fully Kodak Photo CD Compatible
- Two (2) Speakers
- Installation Kit/Cable

$107

#320389

Sun Moon Star QUAD-SPEED MULTIMEDIA KIT



Internal Quad-speed CD-ROM Drive

- 220ms access time
- 600KB per second data transfer rate
- 128KB cache memory
- Motorized Tray
- Speakers
- ESS 16-Bit Sound Card with IDE CD-ROM Interface
- 10 CD Titles including Groliers Multimedia Encyclopedia 1995

$139*

*After $30.00 mail-in rebate. In-store price $169.

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- True 8X speed CD ROM Multimedia Upgrade Kit
- Includes Sound Blaster 32 PNP upgradeable sound Card
- 8X IDE CD ROM DRIVE
- High performance, powered stereo speakers
- Bundled with 12 of the newest and hottest software titles PLUS 5 utilities

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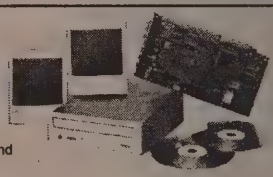
6-SPEED MULTIMEDIA KIT



- Internal 6X CD-ROM Drive - 900 Kbyte/sec transfer rate for exceptional multimedia performance
- 16-bit Sound Card - Sound Blaster PRO and Windows Sound System compatible; 48 watts PMPO
- 3" Desktop Speakers -
- Electret Microphone -
- Installation Kit - Complete with all cables, hardware, and manuals
- 9 CD titles and utilities, including Compton's Interactive Encyclopedia, PLUS
- Internet Titles plus NetPhone software for phone conversations with other Internet users worldwide

$169

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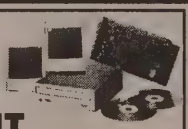
Sun Moon Star 6x WAVETABLE MULTIMEDIA KIT



- 6X Internal CD-Rom Drive
- 200ms Access Time
- 16 Bit Stereo Wavetable Card
- Includes Speakers
- Windows® 95 Compatible
- Includes Groliers 96, Al Unser Jr, Internet on Line

$229.99

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DIAMOND MULTIMEDIA MULTIMEDIA KIT 8000

Super fast 8X CD-ROM drive with 1,200KB/second transfer rate and 240ms access time • 16-bit, 1MB wavetable Diamond sound card with 3D sound support • Plug &Play ready for Windows 95 • 5 hot software titles including Myst™ Magic Carpet™, Rebel Assault™, Sim City 2000™, and Compton's Interactive Encyclopedia™ 1996 • Yamaha stereo speakers • Six additional software utilities for sound recording, editing and playback capabilities Several tools for installation ease.

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CREATIVE SB PERFORMANCE 8X MULTIMEDIA KIT

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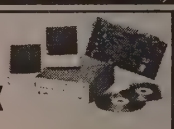

- True 8x speed CD-ROM Multimedia Upgrade kit
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- 8X IDE CD-ROM drive
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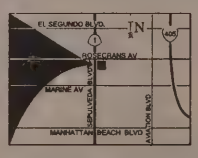

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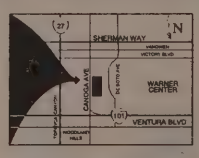

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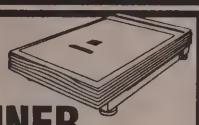

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- PC includes Corel Photo-Paint, Colera Word Scan
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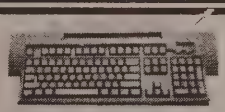

- 256 Gray Levels
- Feed any piece of paper into and it's automatically displayed on screen!
- PaperPort
- software included.

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For Windows

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- Feed any piece of paper into PaperPort Vx and it's automatically displayed on screen!
- Software package included

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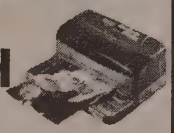

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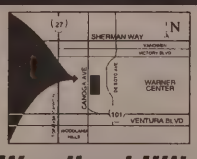

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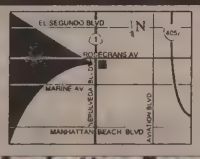

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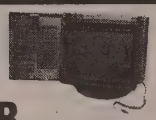

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- Fits 14" and 15" monitors
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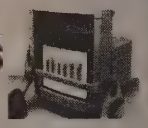

- Optically-coated glass anti-glare filter blocks monitor glare and radiation
- Fits 16" to 17" monitors
- Lets you view true colors and sharper images
- Controls harsh glare and screen washout
- Blocks 99% of glass glare
- Blocks 99.9% of ELF/VLF E-field radiation

$109.99

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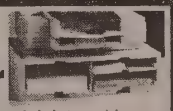
Exponent Printer Organizer



This multi-functional unit supports ink jet and laser printers and organizes supplies to save precious working space. Adjustable shelves slide out easily so you can reach supplies and stationary quickly. Comes pre-assembled and complete with three sliding trays.

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Exponent PC ORGANIZER

Complete System includes:
- Monitor Support
- 2 Drawers
- 1 CD Dispenser
- 2 Speaker Supports
- Mouse Pad with Wrist Rest
- 2 Keyboard Holders
- Cable Management
- Copy Holder

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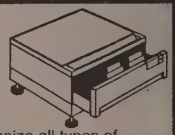

- Wide drawer lets you custom organize all types of media, font, printer and office supplies
- Holds up to 225- 3.5" diskettes
- Includes large label panel, lock and key and internal dividers
- Supports monitors up to 50 pounds

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KEYBOARD STORAGE DRAWER

Drawer tucks away when keyboard's not in use, elevates the monitor to reduce neck strain, plus padded wrist rest doubles as storage compartment.

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UNDERDESK KEYBOARD DRAWER

Mounts underneath work surface to reduce desktop clutter. Holds most regular enhanced keyboards.

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- Built-in padded wrist rest for keying comfort
- Stores conveniently
- Sturdy, adjustable base fits any size hardware

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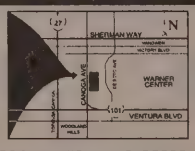

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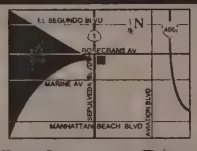

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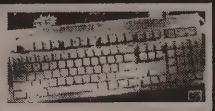

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- Soft, tactile key action
- Standard layout minimizes time required for adapting to split keyboard

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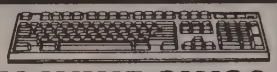

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5 Foot Cable with Din 5 Connector

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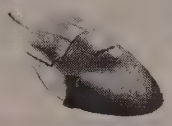

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Gyration proudly introduces the only mouse that can be used both on and off the desktop! That's right, you can use GyroPoint Desk just like a standard mouse for word processing, spreadsheets or database applications. Off the mousepad, the mouse ball locks in and the gyroscope takes over, moving the cursor as you move your wrist.

GYRATION

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Microsoft

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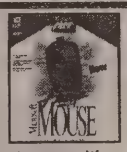

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Comfortable, easy, and just plain fun to use. It's a perfect fit for everyone using your home computer. contains new Microsoft InteliPoint Software Home Edition.

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ARTPAD II™ GRAPHICS TABLET WITH ERASING ULTRAPEN™

The Erasing UltraPen gives you responsive, pressure-sensitive control.

- Press hard to get thick lines or dense color; press gently to get thin lines or lighter, softer color.
- Draw, sketch, illustrate and paint with a pen that feels very natural and easy to use.
- The Erasing UltraPen has no cumbersome cords and no batteries to replace.
- Both tablet and pen are 100% dependable, and backed by a limited lifetime warranty.
- The ArtPad II and your mouse can both remain installed on your computer so you can use them interchangeably.

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ARTPAD II™ GRAPHICS TABLET 6x8

The Erasing UltraPen gives you responsive, pressure-sensitive control.

- Press hard to get thick lines or dense color; press gently to get thin lines or lighter, softer color.
- Draw, sketch, illustrate and paint with a pen that feels very natural and easy to use.
- The Erasing UltraPen has no cumbersome cords and no batteries to replace.
- Both tablet and pen are 100% dependable, and backed by a limited lifetime warranty.
- The ArtPad II and your mouse can both remain installed on your computer so you can use them interchangeably.

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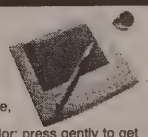

The Erasing UltraPen gives you responsive, pressure-sensitive control.

- Press hard to get thick lines or dense color; press gently to get thin lines or lighter, softer color.
- Draw, sketch, illustrate and paint with a pen that feels very natural and easy to use.
- The Erasing UltraPen has no cumbersome cords and no batteries to replace.
- Both tablet and pen are 100% dependable, and backed by a limited lifetime warranty.
- The ArtPad II and your mouse can both remain installed on your computer so you can use them interchangeably.

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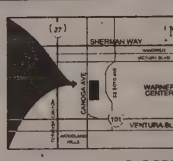

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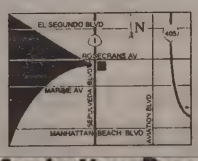

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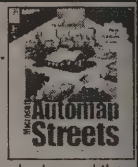

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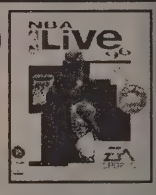

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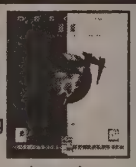

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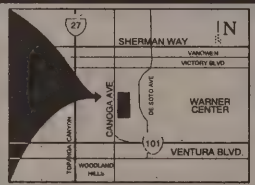

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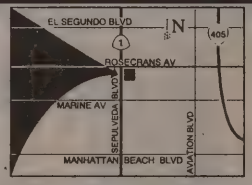

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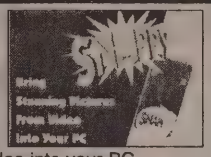

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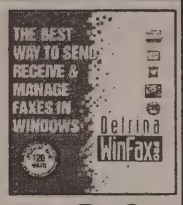

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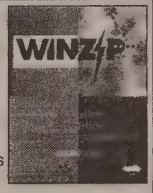

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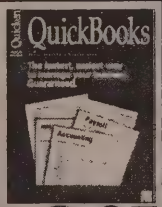

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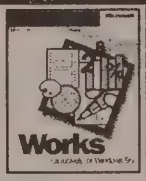

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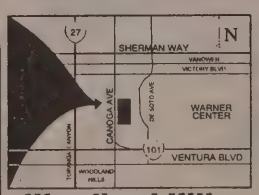

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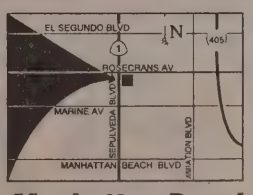

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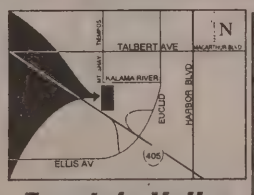

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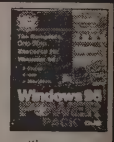

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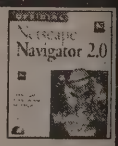

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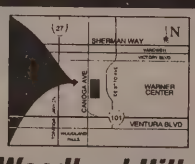

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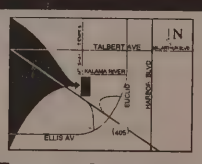

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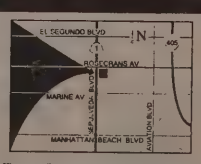

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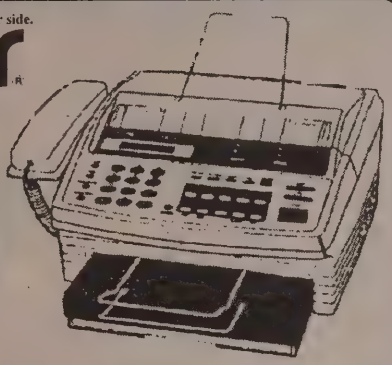

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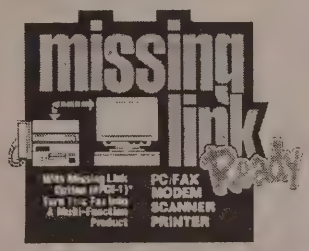

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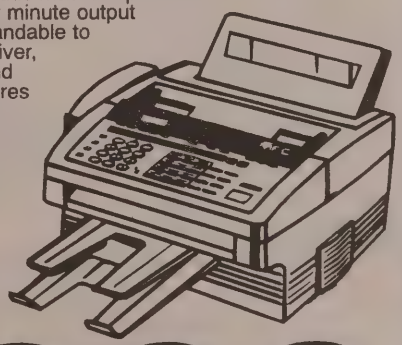

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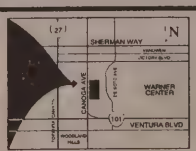

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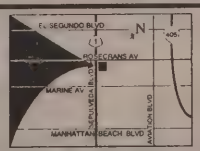

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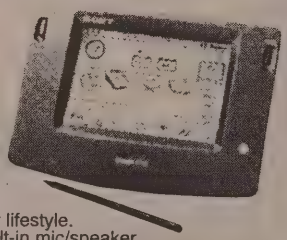
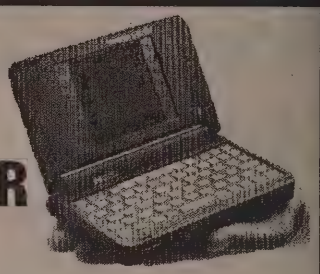


A revolutionary concept in electronics which integrates the most useful features of personal computers, telephones and pagers in a handheld, portable unit. By incorporating Magic Cap™ communicating applications platform and Telescript™ technology, the Magic Link™ Communicator represents a leap forward in the use of technology to enhance your lifestyle. Features include integrated Fax/Data Modem built-in mic/speaker, Pocket Quicken, PenCell Spreadsheet, Spell Finder, Datebook, Notebook, Calculator, File Cabinet, mind game software, and much more. Magic Link™ will also facilitate various modes of communication including Phone, E-mail, Fax, Pager and Infrared, as well as supporting AT&T PersonaLink℠ Services and America Online service.

$399

Model PIC-1000
#1959305

HEWLETT PACKARD Authorized Dealer OmniGo 1MB ORGANIZER WITH PEN AND KEYBOARD INPUT

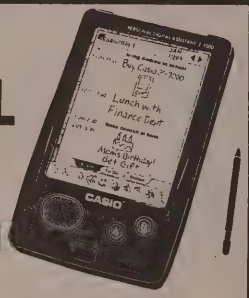


With this HP 1MB Organizer you get the best of both worlds. As a pen based organizer you will have quick and easy access to the icon-based menu utilizing GEOs Pen-Os and graffiti handwriting recognition as well as digital ink. It's unique design includes a 360 degree rotatable hinge which allows the unit to be folded over for ease-of-use and you can configure the screen to either portrait or landscape mode! Other features include PCMCIA Type II slot, appointment book, phone book,notepad, data base, world time, calculator, spreadsheet, finance tools, and much more. An invaluable asset at only...

$329

Model OmniGo 100
#46158

CASIO PERSONAL DIGITAL ASSISTANT DOS COMPATIBLE WITH GEOS OPERATING SYSTEM

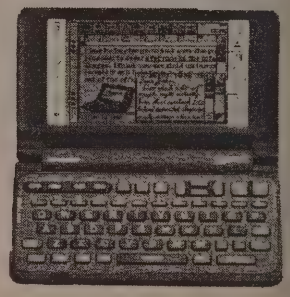


Now an amazing device, no bigger than a small paperback book, can store your hand written notes and sketches, arrange your calendar, keep track of hundreds of phone numbers and addresses, help organize your personal finances, perform complex mathematical calculations, give you easy access to electronic mail and a host of sophisticated on-line information services. With up to 100 hours of operation from 3AA Alkaline batteries, and S-RAM or Flash card compatibility, the versatility and performance of this PDA is unmatched at only...

$399

Model Z-7000
#1815308

SHARP 1MB PERSONAL DIGITAL ASSISTANT WITH PCMCIA II SLOT



The Sharp Zaurus offers the best of both worlds, sure touch key board input for document creation and messaging as well as pen input for quick and convenient note taking.

$399

Model ZR-5000
#1998373

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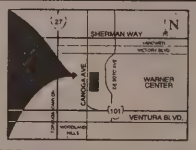

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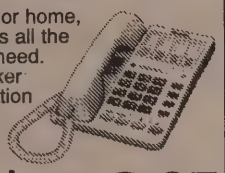
OFFICE PHONES

Panasonic SPEAKERPHONE

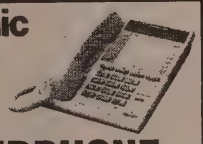


For the office or home, this phone has all the features you need. It has a speaker phone, 28 station automatic dialer, automatic redial and much more.

$49.95

Model KX-T2315
#1530100

Panasonic TWO LINE SPEAKERPHONE WITH LCD DISPLAY



From Panasonic comes this fully featured 2-line speakerphone with LCD display, 3-way conference call, volume control for speaker and handset, 24-station one-touch dialer, auto redial, flash, separate ringer tone, line status indicator, memo dial, and save redial, all for only...

$89.95

Model KX-T3175 #1745122

Panasonic THREE LINE SPEAKERPHONE WITH LCD DISPLAY

From Panasonic comes this fully featured 3-line speakerphone with LCD display, 3-way conference call, volume control for speaker and handset, 48-station one-touch dialer, auto redial, flash, separate ringer tone, line status indicator, memo dial, and save redial, all for only.

$179.95

Model KX-T3185
#1768039

900MHz EXTENDED RANGE CORDLESS PHONES

Panasonic 900MHz MINI CORDLESS PHONE WITH MIC HEADSET

This Panasonic 900MHz cordless phone features a unique palm-sized design with lighted keypad, 30 channel access, high gain rubber antenna, reversible handset, sound charger, noise reduction technology, and more, all for just....

$239.95

MODEL KX-TC905
#256897

Panasonic 900Mhz CORDLESS PHONE WITH ALL DIGITAL ANSWERING MACHINE

Panasonic's highly anticipated 900Mhz cordless phone with all digital answering machine is finally here and it was well worth the wait! It's compact base and palm-sized handset make this the perfect addition to any home or office. Features include 10 number memory, 30 channel AutoScan, 3 personal mailboxes, 2-way/memo recording, intercom with 2-way paging, pager call, message scan (scans the first few seconds of each message), and much more. Now just...

$319.95

MODEL KX-T9550
#2068220

FAX MACHINES

Panasonic FAX MACHINE WITH PAPER CUTTER AND SPEAKERPHONE

Panasonic line of fully featured fax machines start with this compact model which includes 64 level grayscale, super thermal paper compatible, paper curl reduction, 164' paper roll capacity, 15 page document feeder, distinctive ring, delayed transmission, paper save mode, telephone directory with alpha-search, 12 station one-touch with 28 station speed dialing, and much more. All for just...

$279

Model KX-F550
#1944271

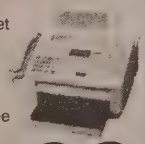
Panasonic FAX MACHINE WITH PAPER CUTTER, SPEAKERPHONE AND ALL DIGITAL ANSWERING MACHINE

Panasonic line of fully featured fax machines includes this compact model which with 64 level grayscale, super thermal paper compatible, paper curl reduction, 164' paper roll capacity, 15 page document feeder, distinctive ring, delayed transmission, paper save mode, telephone directory with alpha-search, 12 station one-touch with 28 station speed dialing, and much more. All for just...

$344.98

Model KX-F750
#1944282

Panasonic PLAIN PAPER FAX



From the new line-up of Panasonic fax machines comes this fully-featured unit with 250 sheet paper capacity and adjustable letter/legal tray, a 15 page document feeder, 64 level halftones, reduction/enlargement copier functions, hands-free speakerphone, 60 number speed dialer, activity reporting, handset volume control, and a whole lot more! Now just...

$429

Model KX-F1000
#2068275

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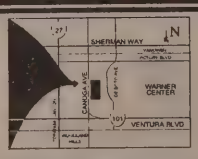

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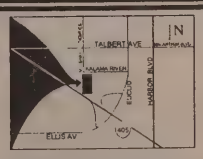

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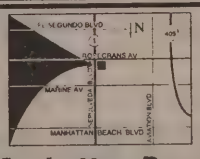

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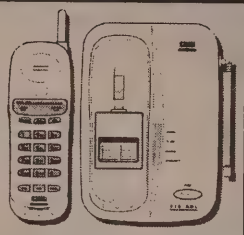
900 MHz EXTENDED RANGE CORDLESS PHONES

VTECH COMPACT 900MHz CORDLESS PHONE



From VTech a leader in 900MHz cordless phone technology come this feature packed unit with 10 channel selection, low battery indicator, programmable ringer types, one-way page, 10 number memory, and last number redial all for the incredible price of only....

$129.95

MODEL 910ADL #2072010

uniden® 40 CHANNEL 900MHz CORDLESS PHONE WITH MIC HEADSET JACK

The remote control changed the way we viewed Television, and now Uniden is changing the way we use the telephone! Enjoy freedom from neck problems caused by scrunching the phone between your ear and shoulder. If you want portable handsfree operation simply plug in the optional MIC headset and start talking!

OPTIONAL MIC HEADSET $29.99
MODEL HS-900 #64452

$149.99

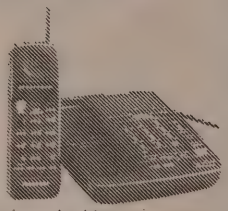
MODEL EXP-900
#2057880

SONY 40 CHANNEL 900MHz EXTENDED RANGE CORDLESS TELEPHONE

$149.99

MODEL SPP-ER101
#2080653

Panasonic 900MHz CORDLESS DUAL KEYPAD SPEAKERPHONE



This palm-sized 900MHz cordless phone comes equipped with dual keypad speakerphone for handsfree operation, 30 channel autoscan, intercom with 2-way paging, 20 number memory, a dual battery charging system, flash, hold, and last number redial. An excellent addition to any home or office at..

$219.95

MODEL KX-T9520
#2068219

VTECH DIGITAL 900MHz CORDLESS PHONE WITH 30 MINUTE ALL DIGITAL ANSWERING MACHINE

If you want premium performance in a cordless phone look no further than this digital 900MHz Cordless phone with 30 minute digital recording capability and 4 programmable voice mailboxes! Beside the extended range and improved clarity over traditional 49MHz cordless phones, this model also offers handset volume control,10 number memory, low battery and out-of -range indicator, one-way paging, programmable ring, mute, flash, as well as, message skip and repeat (for immediate access to the next or previous message without having to wait for a tape to rewind or fast forward), and a whole lot more! An excellent value at...

$259.95

MODEL 900i #2072021

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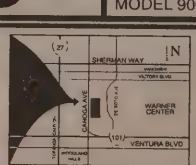

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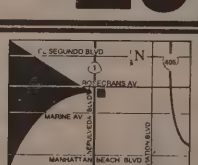

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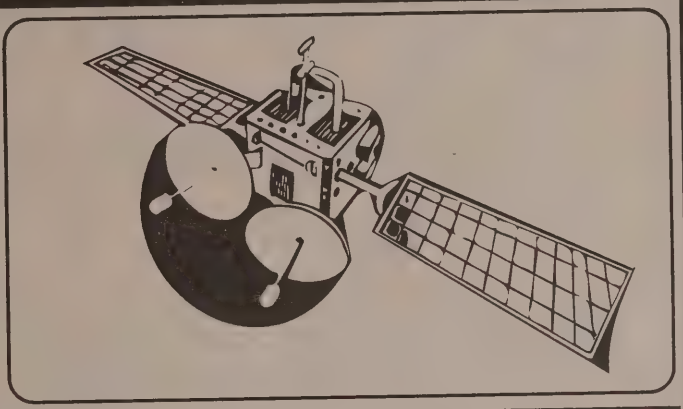

DIRECTV

JUST A SAMPLE OF WHAT'S AVAILABLE!

Discovery, ESPN, C-SPAN, Cartoon Network, TRIO, TNT, CNN, CNBC, The Disney Channel, Court TV, Encore, USA Network, CNN, TBS, Miramax, Universal, TRAVEL, MTV, A&E, Columbia Pictures, TriStar Pictures, C-SPAN2, Walt Disney Pictures

USSB

USSB OFFERS

5 HBO CHANNELS
3 SHOWTIME CHANNELS
2 "THE MOVIE" CHANNELS
3 CINEMAX CHANNELS
AND MORE

Multi Channel HBO, MTV, SHOWTIME, SHOWTIME 2, VH1, THE MOVIE CHANNEL, Multi Channel Cinemax, COMEDY CENTRAL, ALL NEWS, LIFETIME, FLIX, NICK NITE

RCA

2nd GENERATION DIGITAL SATELLITE SYSTEM (DSS) RECEIVER AND DISH

RCA, the company that was first with DSS, now presents their newest DSS system. This advanced unit features a 16-color on screen menu display. Other features include a 4-event scheduler with RCA VCR control, a channel icon guide, and two sets of A/V input jacks.

*System price does not include monthly programming fees starting a $29.95 plus additional charges for pay-per-view movies and events.

MODEL DS-3330 #256037

$648

SONY

DIGITAL SATELLITE SYSTEM (DSS) DISH AND RECEIVER

Sony's new DSS system is compatible with more than 175 channels of DirecTV and USSB programming. CD quality sound and over 400 lines of digital video resolution work together to give an outstanding home theatre experience. **Other features include Sony's signalseeker LED** for easy install and a universal remote.*System price does not include monthly programming fees starting a $29.95 plus additional charges for pay-per-view movies and events.

MODEL SAS-BS1
#2026112

$597

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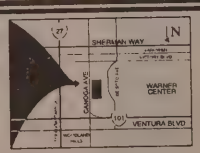

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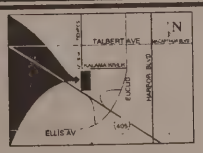

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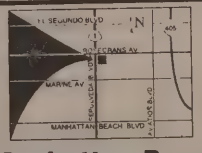

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fications, and training courses to help the affiliates keep up with all of the new tools and systems. So as Netscape comes up with a great new secure commerce programming interface, that's the type of thing we would research, perfect to a procedural science, and provide training courses to affiliates who want to get into that type of business.

Next, we are working with some of the largest telcos and ISPs to establish centralized hosting facilities. If you ask customers who have Web sites, as we did in our focus groups, what their biggest problem is, it is almost unanimously hosting. We also know that small professional service organizations are going to fail at the infrastructure aspect of hosting, and we want to get them out of that. Hosting is one of those few things USWeb Affiliates can't provide on their own. USWeb Corporate will provide centralized hosting farms with our telecommunications partners that affiliates can take advantage of. The affiliates continue the relationships they have with their customers. The content is managed by the Affiliate of the customer directly.

The third aspect of the technology economy of scale is what we refer to as the Web MetaTemplate Library. We are licensing and developing a library of reusable components to advance the baseline from which an affiliate starts the process of developing a new Web site. These components will be both Internet- and intranet-oriented business processes for either of those two types of Web sites. Just imagine five hundred components that can be mixed and matched together to build a variety of online catalogues, pre-instrumented not only to security technology but credit card authentication systems run by VISA or someone else. That's a lot of code that is entirely able to be commoditized and sold for a very cheap price, rather than developed a thousand different times by a thousand different people for a thousand different customers.

The third economy of scale is in the area of operations. The biggest problem we hear from small Web development shops is "How can I find enough people to grow my business as fast as the demand is growing?" They have far more demand then they can build out to support. If we can launch recruiting programs that help to attract great talent into their organizations, that would be a great plus. Everything from location selection and build-out to accounting systems and other operational efficiencies to help these people set up profitable businesses.

The fourth economy of scale is in partnerships. We're bringing the central power of the Web's first channel to bear in behalf of our affiliates. Partnerships with hardware, software, communications, content, and marketing companies will be announced that greatly benefit USWeb affiliates as they provide their services to business customers. Those are the four economies of scale.

If I correctly understand what you said about hosting, USWeb Corporate, in partnership with an ISP or telco, handles this part of the business, leaving the affiliate to resell access and all of the other the services?

We do not specialize in Internet access. The sole aspect of Internet access that this entire network will have anything to do with is that each affiliate will be able to resell Internet access services to customers in its region, which are provided by AT&T or MCI or Netcom or UUNET or other ISPs or telcos. We are striking partnerships with ISPs and telcos to leverage the USWeb Centers around the nation as a channel to resell or to make available their Internet access services. We are not setting up modem farms; we are not setting up bandwidth connections. Those are things we just don't do. Why do I want to do that? That's already a commoditized business.

The question I often hear is "How far are you, the local ISP and its POP, from the backbone?"

That touches a different issue where we do have something material to say. One of the reasons why we are setting up centralized hosting farms with the largest ISPs and the largest telcos is because with them we can offer carrier grade hosting. The hosting facilities are right next to the backbones. New pipes can be added between the servers that we use for hosting and the backbones like that [snapping his fingers].

Another current issue of concern I hear from people is co-location and customers being able to control their server.

Co-location could be interpreted in many ways. One of the hosting models which we absolutely don't believe in is the idea where a customer hands off their server to a hosting organization. Then the hosting organization sets it up and runs it. That's a ridiculously unscalable approach to hosting. If that server goes down—and it will go down—the best that hosting organization can do, with 250 different machines to manage, is turn it off and turn it on. If it comes back up, great. If it doesn't, you'll get a phone call from them. What's the benefit of that? It's not scalable.

> Why should your name, address, phone number, credit report, drivers license history, and every other aspect of our life be replicated in five thousand databases around the world, completely unsynchronized, subject to being out of date and inaccurate, when it could be located at your personal Web site, with access and authentication privileges that are granted to certain businesses and government organizations, and often within controls that you establish?

Co-location for us is better read as remote location. When a customer doesn't want to deal with the bullshit of physically hosting the site themselves, they would use one of our centralized hosting infrastructure centers, which we manage with the telco or ISP. It requires running only a set of hardware and software technologies inside of our technology envelope. That way we know that there is only a selection of these five databases, these five search engines, and these three http web servers that could be running.

We define that envelope, and our centralized hosting infrastructure supports only those choices. That way the people who run those centers can actually handle problems that might emerge. They can make sure that those sites stay up 7/24 [7 days a week, 24 hours a day] and that they remain high performance. If you are running, as Sheldon [Sheldon Laube, Executive VP and Chief Technology Officer] says, the mumblefrats database, how can AT&T ever possibly offer a hosting service that just generically accepts that—the great unwashed code from the world to manage? They can't.

Once centrally hosted, though, neither USWeb nor AT&T nor anyone else we deal with on hosting manages content. The updating of information for that Web site is done either by the affiliate or by the customer directly. There are a whole wonderful set of tools that are emerging that we will use, and sometimes develop when they don't exist, to enable that to be a very easy, painless, simple task. There is no way that USWeb Corporate or any of the telcos or ISPs could ever actually manage and update content for thousands or tens of thousands of customers. There is no way it could be done. That's why you need a channel to provide those types of services.

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Let's take the situation where a company wants a dedicated server on a platform they know for being able to manage their content, such as a Macintosh, with a FileMaker database they developed to fill a particular need. Is this a stumbling block to working with USWeb? What going to happen?

The situation you've described is a great example of where our economies of scale can be brought to bear on behalf of the customer. When the customer says, "I want a dedicated server" what they are usually meaning by that is "I want at least one of two things. I want a system that can support the load for my Web site and/or I want to run x, y, and z software programs to support a particular Web application."

With respect to the first item, what we do expect to provide uniquely in this industry is guaranteed availability, bandwidth, and response time for Web sites. It doesn't matter to most people whether they have a dedicated machine. Rather, they want to know it will be up and it will respond in a high performance manner. The worst thing that can happen right now if you remotely host your site is that someone who happens to be remotely hosted within that ISP as well happens to land on Yahoo's top ten list that week. Then they get a million hits. No hits get through to your site. We will be able to eliminate that scenario as a possibility. So the issue of having a dedicated server strictly for the bandwidth and availability concerns will go away.

With respect to software configuration, again, we are defining a technology envelope that will include what customers, and the market in general, believe to be the market leading solutions sets to deliver a set of functions. We will pick the top three to five database configurations, the top three to five Web server software packages, and the top three to five transaction processing and security technologies. That's our technology envelope. Our centralized hosting infrastructure will only support that envelope.

Of course, it will be evolving on a monthly basis. It's not a static envelope by any means. If, in your example, a Macintosh hosted system with a particular database engine happens to be a very common way to provide that type of functionality, it would be within the technology envelope. But, if it isn't, if it is something that (a) could be accomplished by other means, and (b) is in use only by 1% of all Web sites, we probably won't be supporting it in the technical envelope.

In that case, the affiliate is a professional services organization ready to be deployed to help you on your specific technology solution. We could do the development, consulting, and design. It's just that USWeb can't centrally host it for you.

Closely tied to putting a company on the Web is marketing. There is a lot of hype and discussion about "interactive marketing." Do you have a definition of it?

What it really boils down to is clicks. The Web is about links. So, how do you create links that are meaningful in this environment?

I think interactive marketing is in its infancy. The types of advertisements you see online today are fairly primitive. This is not particularly surprising, but as the medium evolves you will see much more creative, interesting approaches to online marketing.

With respect to USWeb, online marketing falls into a category of what we refer to as "channel opportunities." Research suggests the most effective advertising done online is advertising placed at destination Web sites, rather than navigation Web sites. Today most of the advertising done online is placed at Yahoo, Lycos, and other search engine-types of locations because advertisers figure these sites are getting millions of hits each day and it gives them a lot of impression opportunities.

If you are an advertiser and you have a particular product—let's say you sell boat parts and equipment—how do you place your banner advertisement on a thousand destination Web sites that have something to do with boating or that fit a demographic profile in terms of their audience that you would like to appeal to?

It requires two points of control to be able to successfully deploy that type of marketing campaign. One point of control is at the point of the relationship with the businesses that have built those destination Web sites. How do I build a relationship with a thousand businesses who have set up sites that might be interesting for that marine manufacturer to advertise on? The second is, Do I have the technical control to actually place a 1" x 4" banner on their Web sites?

Unless you have control over both of those points in that value chain, there is no way you could ever successfully accomplish that type of marketing campaign. Lo and behold, through the USWeb channel we have both the customer relationships and, through the hosting infrastructure I just described, the means technologically to deploy that type of marketing campaign. When a marketer comes to us and says "I want to place an ad that involves x number of impressions in destination Web sites that fit this demographic audience profile," that is exactly the type of service that we would be able to provide through our partners over time. That was one of the reasons why Ziff-Davis became a joint venture partner in USWeb. They clearly saw this as a channel to reach Web sites that could be leveraged for the purposes of increasing the sophistication of the marketing that can be done online.

Where does the online collection of personal information from people who visit a Web site fit into this picture?

I have a great deal of personal respect for privacy concerns. I would expect that over time this will become one of the hot button issues. Privacy and security are two very different things, they're interrelated but are different. Everybody has been focused on security, but I think more and more people will focus on privacy as the security issues get dealt with. I expect that demographic profiles will emerge. I believe they will emerge because Web sites will offer incentives for people to drop their information by. As a statistically significant percentage of browsing users begin to leave behind information about themselves you will then be able to build useful demographic databases that can be redeployed for purposes of marketing and otherwise. There is nothing wrong with that.

I think there is something wrong with surreptitiously capturing information about people that they don't realize has been given. I expect that problem will surface in the political arena and I believe it will be resolved in such a way that still allows marketers to accomplish demographic-specific marketing online.

Some sites on the Web today have you fill out a form before you can visit. Do you see that as a model?

It begs the question of how everybody is going to pay for this anyway. I absolutely believe that the time will come when people willingly pay for content. There are two things that have to happen in order for that to be feasible.

One is certainly that the content has to be worth paying for. It's obvious, but it's not said frequently enough. How many sites out there have content that you are really willing to pay for? There aren't that many, but there are a few that I'd be willing to pay for. But of course when you pay for it, the likelihood of information of your purchase being preserved goes way, way up. The opportunity for capturing information through the purchase of content online will quickly emerge in the next couple of years.

Over time people will become more and more willing to pay for content. The model that will emerge as the expected norm is that part of the

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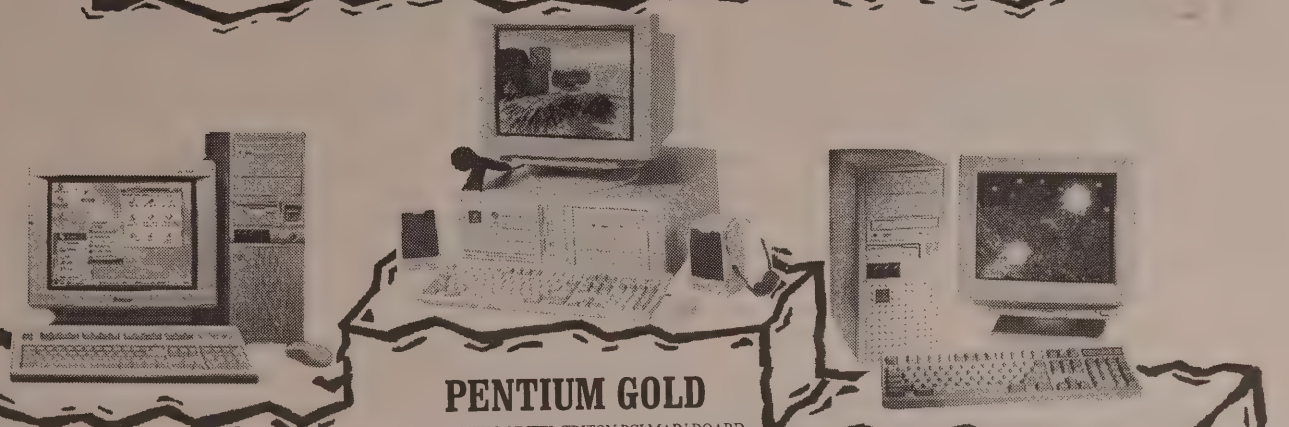

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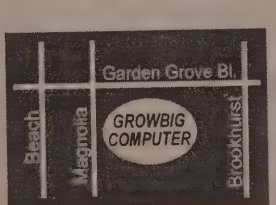

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Right, anonymously by cash, or with information by credit card or check.

All I said was the likelihood goes way, way up. You will still have enough people wanting to buy enough products online confidentially that systems will emerge that accommodate that. Private digital cash of some form will emerge. Do I think it will be the dominant form of payment? No. I think the dominant form of payment will be a credit card swipe that gives as much information as a credit card swipe does in any other location in retail.

So, no, every transaction won't nor should be able to be tracked, traced, or authenticated to a given name, address, and phone number. Just authenticated to some account somewhere where there are actual dollars.

Do you see the surreptitious collecting of personal information as part of this hot issue?
I do, yes. One of the interesting things about the Web is that people begin to realize the power of information in a way that they didn't perhaps realize before. I envision over the long term the Web becoming a medium for people to control their own information. Why should your name, address, phone number, credit report, drivers license history, and every other aspect of your life be replicated in five thousand databases around the world, completely unsynchronized, subject to being out of date and inaccurate, when it could be located at *your* personal Web site, with access and authentication privileges that are granted to certain businesses and government organizations, and often within controls that you establish?

With this medium you have the power and society has the means to be able to introduce the type of infrastructure that would give people control over their own information. Building it would take a lot of political work and a lot of work in business circles, but I think that people and businesses certainly have sensed the power of this medium. If that's true, I believe that it's almost inevitable for people to begin to look at their personal Web sites as information they own, that they ought to control, and that increasingly they will become sensitive to surreptitious procurement of personal information.

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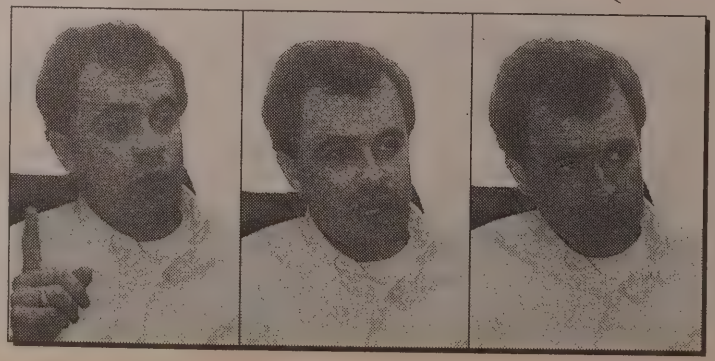

The Web is only part of the Internet, and most of what happens across the Internet is not on the Web. Where do you see things evolving? In other words, where do you see USWeb in 3 to 5 years and closely linked to this, where do you see the net in the same time horizon?
The Web for me is the medium; the Internet is the means. And that is of course why we named the company what we did. Why we've positioned everything as we have.

Needless to say, my bet has been that the Web is the thing with which people will identify as the new medium. I believe that the other functions enabled by the Internet—simple ftp, newsgroups, email—will all converge in the mind of the individual with the Web. The browser will be identified as the front end to the Web, and it will happen to include all of these other Internet protocol functions. It doesn't matter if it's not an http-served html page. It could be email, a newsgroup, or something else. But it will be viewed as part of the Web.

Where do you see companies making money from having a presence on the Web?
I would echo what most people in the software industry believe, that the computing industry will make most of its money on intranets. If I was Microsoft or Netscape or Oracle or IBM, that's where I would be looking to make money on selling products. There is going to be a lot of money to be made in the Internet space, but not as much, at least in the near term, as in intranet technology. Of course, the reason for this is that intranets are an evolutionary step from what businesses are already doing.

These are mostly tools for running a business.
That is only a small part of the money to be made on the Internet as a whole. Whoever does what we're trying to do will cause an increasing percentage of general businesses across all industries, across all segments, to be able to start taking advantage of the Web medium to make money either by selling products or making themselves more efficient. They will be able to increase their profit through the utilization of this medium. No, they are not going to be selling products and taking credit card transactions in massive numbers within the next eighteen months. Will that happen in the next five years? Absolutely. Will there be any particular segmentation of the markets affected? No, it's going to be a very broad impact on markets as a whole. In the meantime, companies like our own will be able to be much more efficient and to drop more revenue to the bottom line through the utilization of this medium. That can be, for the moment, the principal justification for setting up an Internet site.

Two of USWeb's major partners are Softbank and Ziff-Davis. Softbank largely does trade shows while Ziff is in the content business. Where is the synergy in this?
Where's the link? Softbank is doing a lot of things beyond trade shows. They bought Ziff, they bought Comdex, they have made a number of other strategic investments. There is an agenda behind those investments to establish an infrastructure that links key parts of the Internet value chain together into a system that benefits the whole. I won't disclose some of the aspects of that because they really are quite confidential. But suffice it to say that as far as Softbank is concerned there is a grand agenda behind all of this. It relates to establishing an electronic infrastructure, comprised of many components, many pieces, many

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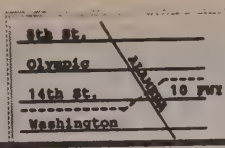

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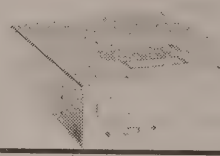

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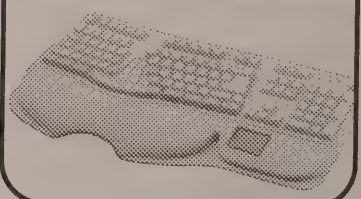

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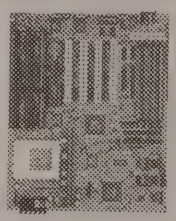

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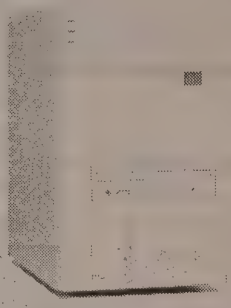

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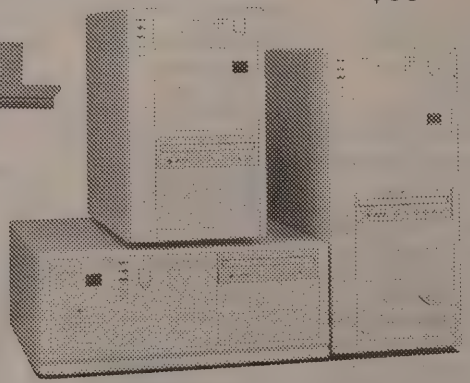

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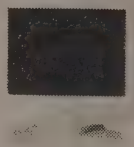

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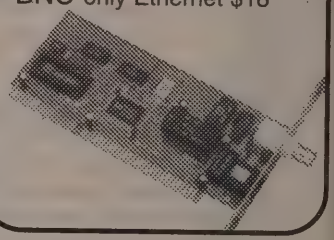

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Switching gears a bit, the environment on the Wasatch Range, Utah's high-tech region, is not as vibrant as it was, with Novell and WordPerfect in serious trouble. What was the business environment when you left?

It would be impossible to say that the area is not suffering a little bit from the challenges that the big players have had—Novell and WordPerfect being two principal players in our little industry. The area is tremendously vibrant for young start-ups with entrepreneurial ideas focusing in all areas of technology, from biotech to computing, both software and hardware. It's a very vital area from the point of view of entrepreneurship. However, a combination of cultural and economic factors I think conspire against its growth and its potential prosperity as a center of excellence for this industry.

I think that Utah is in need of some diversity. With diversity come many problems, but also an enrichment of culture. Most personality profiles in the high-tech industry are compatible with this tradeoff, and transplants from California to Utah often feel isolated by the "monoculture" that they find. Politically, Utah's Democrat is California's Republican, and since there are so few Utah Democrats, there is little political community there for mainstream Californians on either side of the isle.

I would like to see the culture and the politics of the area and the society as a whole there be less focused inward and more focused outward, in many ways more cosmopolitan than it tends to be at times. I believe it would do a better job of attracting the type of individuals and thus business organizations that could help transform that region from high potential into high reality.

Are there lessons and models that you bring from there? Things you see as different or strengths that you do not see in Silicon Valley?

I appreciate the tremendously aggressive pace at which most companies work, in start-up environments and in Silicon Valley in particular. I would encourage companies to make sure their employees remain sane and productive and happy. Businesses in Utah sometimes take this goal to the extreme as the expense of the pace of progress. Somewhere in between is probably a happy medium for the culture of a given business.

We work very, very hard here at USWeb, but we also try to make sure our employees also have a life, because we want them to be around for a long time and contribute their increasing depth of experience on an ongoing basis. That's very difficult to do if you burn people out quickly. I think that quality of life is very important and perhaps underestimated here a bit. ■

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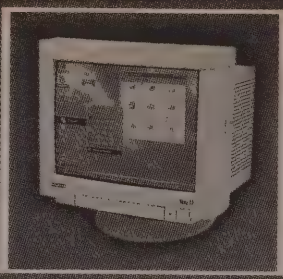

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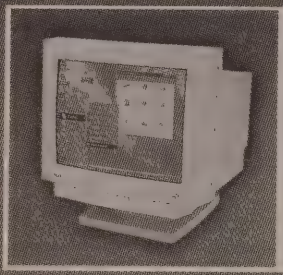

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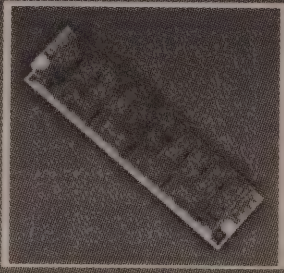

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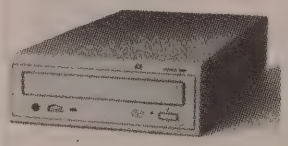

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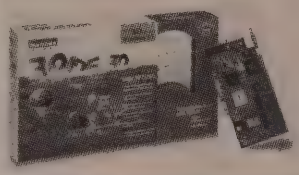

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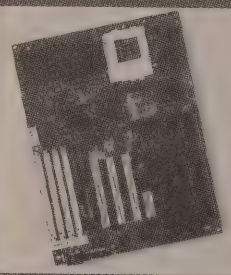

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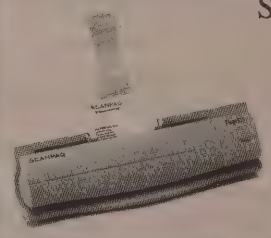

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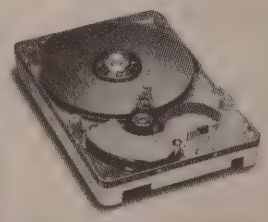

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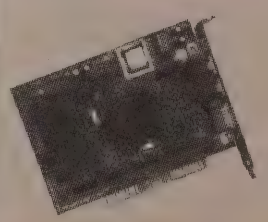

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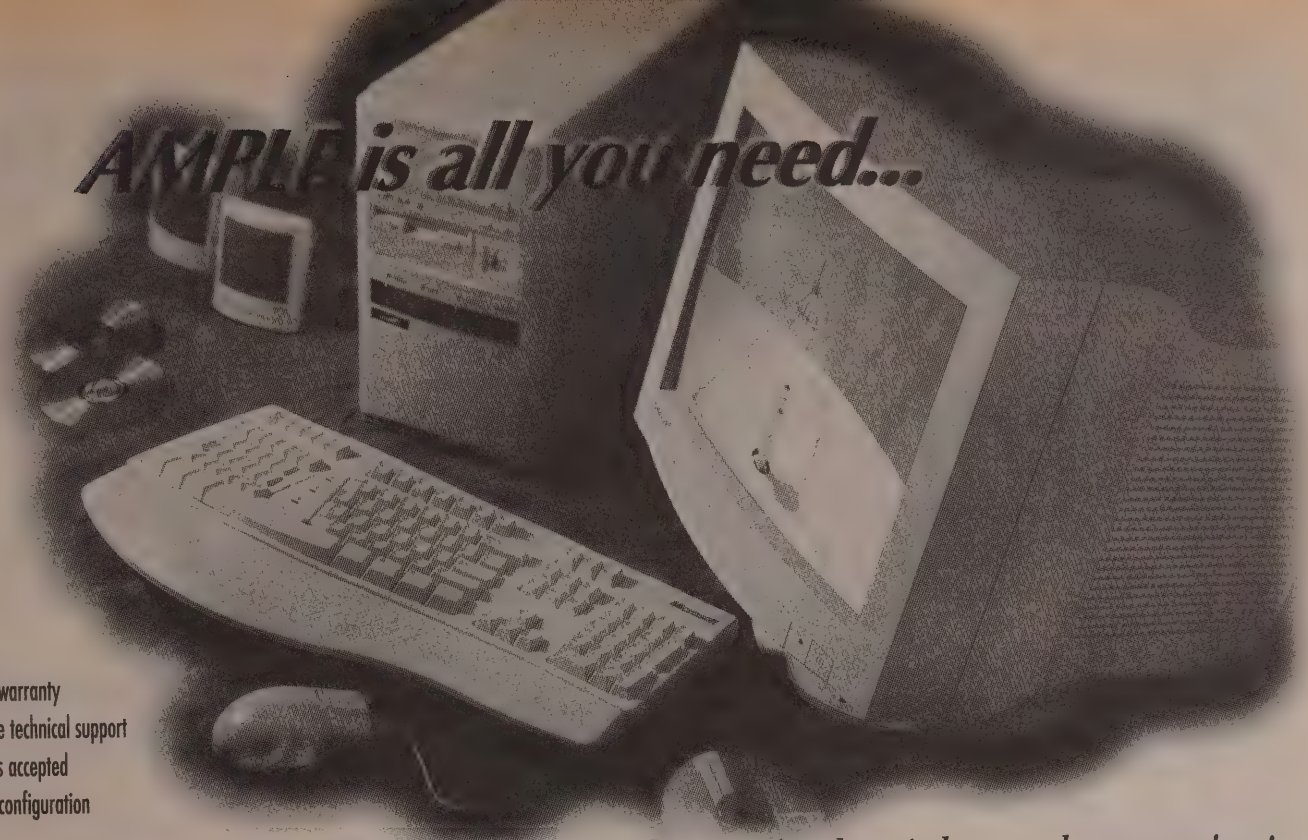

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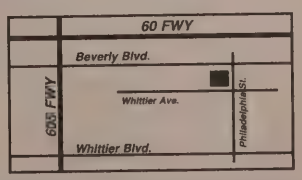

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Havens In The Net

Anguillan Entrepreneur Offers Offshore Alternative For Net-Based Business

By Jack Powers

Bruce Sterling's 1988 novel *Islands In The Net* predicted interesting times when small independent nations (and other even more independent groups) discover that information, power, and money are traded everywhere.

Those times are already here. As noted in the Valentine's Day issue of *EFFector Online*, an email newsletter of the Electronic Frontier Foundation, "To cater to censored US users, 'offshore' anonymous Internet access providers are popping up, such as Offshore Information Services Ltd.—*http://online.offshore.com.ai/*—offering $50/month privacy-protected accounts from tax-haven island Anguilla."

A peek at the Anguilla service's Web page (currently under construction) shows that the rest of the world is quite up to date on cyberpolitics; viewers are asked questions like:

•Do you have an offshore corporation and need an offshore Web site?

•If your offshore corporation does business from offshore, is it tax free?

•Is your country trying to censor the Internet?

•Can talking about abortion on the net get you in trouble?

•Are your political views suppressed where you live?

Small nations with economic ambitions will be adding "Data Haven" to "Tax Haven" on their list of attractions as more people discover that the Internet has no borders.

Welcome To Anguilla, Tax And Data Haven

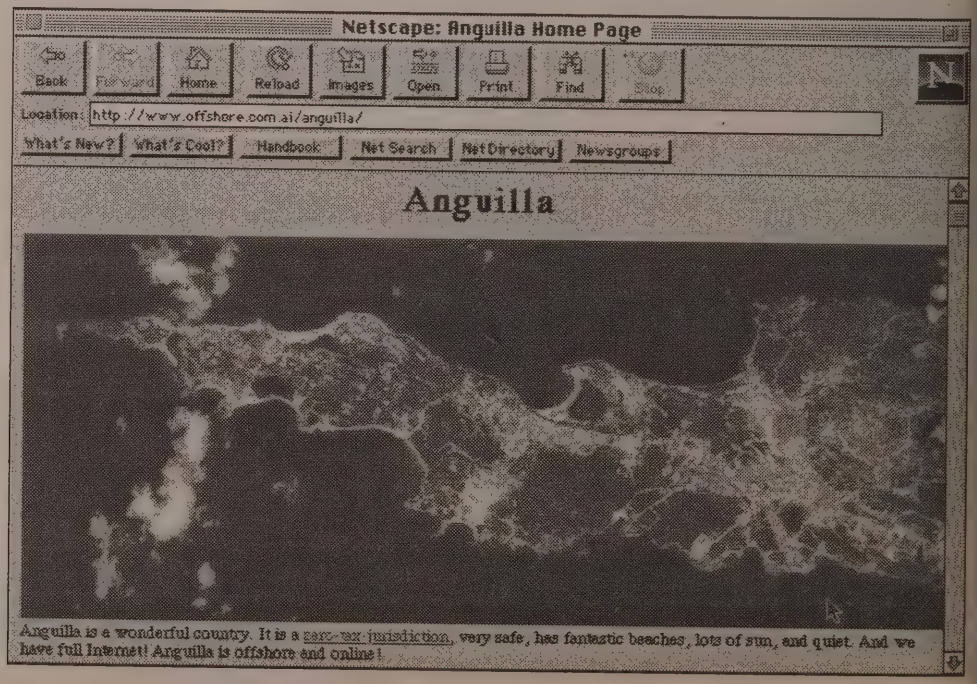
A little research shows that Anguilla is a British Dependent Territory, the northernmost of the Lesser Antilles Islands, about 190 miles east of Puerto Rico. The Virgin Islands are not far away. Anguilla has an interesting political history, having provoked a bloodless British invasion in order to remain under the British flag (quite a story, that). About 9000 people live there, most of them descendants of African slaves. The tallest point on the 35-square-mile island is 213 feet above sea level. Tourism is its biggest source of foreign business, but that business slowed slightly in the wake of the recent Hurricane Luis.

After my friend Ken Crandall signed up for the service, I contacted Vincent Cate, who operates Offshore Information Services (OIS) in Anguilla, and asked about the business he is pioneering.

Cate likes his home and place of business. "Anguilla is a lovely tropical island," he said. "The views of the ocean are amazing. I almost have to pinch myself to know it is not a dream, when I look out the window and see where I am.

"The country has many of the characteristics of a small town in the USA—seems like everyone knows everyone. The water is warm all year round, and many shades of blue. We are in the trade winds, so we have a good breeze almost all the time. The national sport is sailing, and Anguilla is ideal for this."

After doing more research than most people who want the IRS to leave them alone, Cate was attracted to Anguilla. "I got the IRS tax code," he explained, "and it said if you live outside the USA, the first $70,000 you earn is tax free. I read several books on tax havens, and then visited



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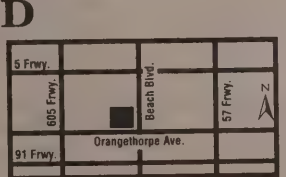

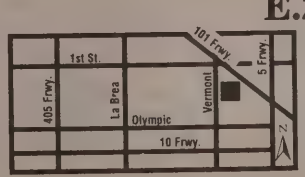

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five islands in the Caribbean. Anguilla seemed the best for several reasons. It is a pure tax haven: no taxes on profits, sales, wealth, or corporations. Also, it is stable, not corrupt, very friendly, very safe, and has two computer stores and a number of people that sell computers out of their houses. I could not imagine too many towns of 10,000 in the US having this much computer infrastructure. And it has been nice—if I need an extra modem or Ethernet card I can pick them up in town.

"I think that many businesses selling things over the Internet could incorporate in a tax haven like Anguilla and pay *no* taxes. I think in helping this to happen, I should be able to make a buck and have some fun. I think it will be a rapidly expanding market as Internet payment schemes mature and tax havens get higher bandwidth connections."

Not surprisingly, most of OIS's growth is expected to be outside Anguilla, although activity now is about evenly divided between local and off-island use.

Island Infrastructure

There are technical challenges to serving up the Web from a tropical island, some of them meteorological. Most of us don't think much about the weather affecting the net, but OIS can't ignore it. "Before Hurricane Luis," said Cate, "the power was probably less reliable than in the USA. In the first year there were several times that my UPS could not last as long as the power was out, but after the hurricane they put up new poles and wires, and I don't think the power has gone out in the last four months."

OIS connects to the net via Cable and Wireless, the oldest international telecom company. The company has a node in Anguilla about a mile from Cate. "They have 64 Kbits to Cable and Wireless Antigua, which has 128 Kbits to Sprint. One friend visiting from Silicon Valley said that my net connection is much faster than her connection at home," he said.

Why Go Offshore?

One might wonder about the reasons for putting files, Web pages, or an entire business in a place like Anguilla. The reasons vary from person to person, but can be both political and practical.

OIS claims the following: "First, there are no taxes. So you really want to incorporate here and have the computers for the corporation here, hire someone to answer phones here, etc., and not have any taxes. Since there are no taxes, you don't have the paperwork that a US corporation has. Also, if you have a corporation here, you could probably get it to fly you in for board meetings and such—and Anguilla is a nice place to visit (or live)."

Privacy is important, OIS's spokesperson said: "There are strong secrecy laws in Anguilla. It is a crime to give out confidential information. Anguilla does not have any laws specific to Internet usage, though they have general anti-fraud, anti-drug, etc. laws. So if you live in Singapore and you were restricted your Internet access, you could get an account in Anguilla and have total access to the net."

When asked, "Why might you *not* put data in a place like Anguilla?" Cate replied that something like a pornography site wouldn't do well there. "Anything with lots of photos would not do well. Anguilla is great for investment info, mailing lists, etc. Things with simple graphics and text."

My friend Ken Crandall, who sells quartz crystals to New Age customers, says that he doesn't advertise differently on Anguilla-based Web pages than he does in direct mail in the USA, but he expresses concern about freedom to advertise.

Netscape: Vince Cate
Location: http://www.offshore.com.ai/vince/
Anguilla is a tax haven with no income tax, wealth tax, or sales tax.
I work at Offshore Information Services Ltd. which is taking advantage of being located in a taxhaven and being on the Internet to help other businesses locate in Anguilla and be tax-free.
My education and training are in Computer Science. I got a BS in EECS from Berkeley, a MS in CS from Carnegie Mellon, and did most of the work for a PhD at Carnegie Mellon (I am ABD). My thesis project was the Andrew Filesystem that lets you access FTPable files on the Internet just like you access local files.
I think that the Internet and encryption are going to make for some fun and exciting changes in society. The Cypherpunks mailing list is for people with similar views. I have setup my own Cypherpunks

OIS Operator Vincent Cate: "I think that many businesses selling things over the Internet could incorporate in a tax haven like Anguilla and pay no taxes. I think in helping this to happen, I should be able to make a buck and have some fun."

Legal Here, Illegal There

While there have already been international attempts to restrict data flow, Cate isn't worried about storing data that his customers might not want to have at home. And for now, common sense bears him out.

As bandwidth to places like Anguilla increases, however, things might change. Still, he doesn't appear concerned about the politics of running a data haven, or about the possibility that Anguillan, British, or other government agencies might bring pressure if his clients store things that are politically incorrect, even without his knowledge or access to the data.

"I don't worry about that. If it is something illegal in Anguilla too, I would have to turn off the account. If it is legal here, I can't really imagine the US or some big power getting worked up enough about what my clients are doing to actually do anything."

I asked if Anguilla had any laws relating to political speech. "No," he said, "there are no laws controlling speech, and in fact free speech is guaranteed in the constitution. Libel, slander, and fraud are the ways one would get into trouble by publishing information."

What about pornography? As usual, feelings are mixed. "Pornography is illegal," he said. "But legally things like *Playboy* are not considered pornography and can be found in local stores. The XXX or kinky things are not permitted." Other evidence of tolerance exists: "nude sunbathing is illegal. But part of the half hour loop program on the tourist channel is a couple talking about how Anguilla's many secluded beaches are great for nude sunbathing."

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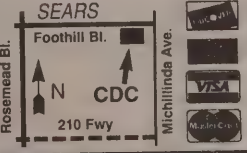

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Cate: "For a small country like Anguilla, having a few thousand offshore companies means several million coming into the country every year. Given the size of our economy, this is a real boost. Being a tax haven is actually a very competitive industry; there are many small countries trying to do it."

Explained Cate, "The main thing my clients want to do is just set up a business in a tax haven."

There is considerable lore about tax havens, much of it false. According to Cate, "The US does not like the idea of tax havens because they really do help people cut down on the US taxes they would otherwise have to pay, but the US has to tolerate tax havens (and has for a long time). If they were to pressure or bribe one (say Switzerland) to change, the free market is such that other countries will pick up the slack.

"For a small country like Anguilla, having a few thousand offshore companies means several million coming into the country every year. Given the size of our economy, this is a real boost. Being a tax haven is actually a very competitive industry; there are many small countries trying to do it."

Most of Cate's offshore clients are just starting a business in Anguilla. He claims that "one stop shopping" can save money and time for new ventures. "If someone has an idea for an Internet business, they could hire a lawyer in California to incorporate there, then hire someone to handle the computers, then hire someone to answer the phones, etc. But if they contract it all out here, it costs less to operate the company, and there are no taxes." ■

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The Ultimate Home Shopping Experience

Real Estate On The Net

By Laura Bell

In what's just the beginning of a growing trend, real estate agents, brokers, and other interested parties are learning how to use Web sites and other features of the online world. While it will take time and patience for the medium to reach its full potential in this market, it should expand greatly in the next few years.

A Boon For Long-Distance Shopping

Buyers and sellers are testing the net to see if it can become an efficient go-between.

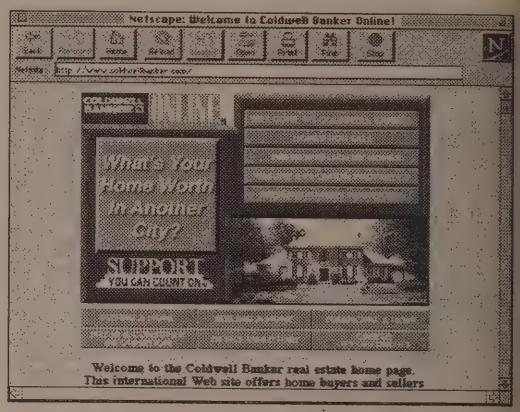
Recently the *Wall Street Journal* ran a piece on how to shop for homes on the net. It suggested two major points: users shouldn't expect too much from ads on Web pages yet, and the buyer's major benefit is saving the long distance charges it would take to window shop different geographic areas.

If you're contemplating a move across the country, or simply to another area of your state, information regarding prices, neighborhoods, and the surrounding communities may be found on Web site visits. If you don't find all the information you're after, then you will have to put in a call to the broker's office. Additional information provided often includes shopping information, schools, commuting, and recreational facilities.

Most Web sites do have a feedback area, which may allow you to get an answer to a further inquiry via email, in lieu of running up your phone bill. If you're lucky, as you are filling out the comment note, it will give you an email address. Make note of this in case the comment segment of the Web site doesn't work efficiently. (This happens often if you surf the net with a Lynx browser as I do.) Write a duplicate note when you are back in your mail reader. This will ensure your message went through. (In researching this article, I received two responses almost immediately after leaving comment notes. Web site owners read their email frequently.)

The Web, as time moves on, will become an acceptable medium for aiding in real estate sales. However, it does not appear in the near future that real estate agents or brokers are in any danger being replaced. The net will be an aid not a replacement for realtors.

Cross country buyers and sellers benefit most from use of Web sites—the rates for traditional real estate advertising can cost big dollars. See the following for just a few of the sites for realtors with national franchises. Call local real estate associations to get additions to this list. Also keep your eye out for ads in the Sunday editions of big city newspapers. Web site addresses usually appear across the bottom of advertisements in the print media.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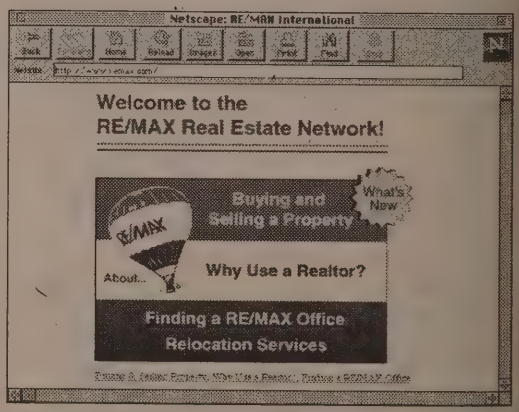

Consumers may find much-needed help with their search for housing and related information by placing notes and reading posts on various and sundry Usenet groups with the word "housing" in their titles.

Additionally, any group that has the word "wanted" as an extension may also be useful. (i.e. *la.wanted*) These groups offer information on houses for sale, pricing, rentals, and roommates wanted. For each such group, there are often companion groups with a *.general* extension. You may also post and find related materials on those boards. For instance—in addition to *.ba.housing*, there is a *ba.general* group. To find out if such a grouping exists in the area

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you're in or want to move to, a global search for housing will be the first step. (This is done in the Usenet section.)

Commercial Online Services

Signing on to CompuServe and typing "find real estate" at the opening menu opens the door to the following: Homefinder, Florida Today, Forum, and RELO. In addition, it enables you to read the ads for real estate. You can read classifieds here without paying any premium charges, but placing one costs over and above line time.

GEnie has a very active real estate forum. It also offers excellent feedback options in all SIGS. This falls under the category of "write feedback to sysop."

From The Real Estate Agent's Perspective

Most real estate agents, being leery as to how much this new marketing tool is going to cost them before they start seeing a profit from it, are not up to speed when it comes to using the net.

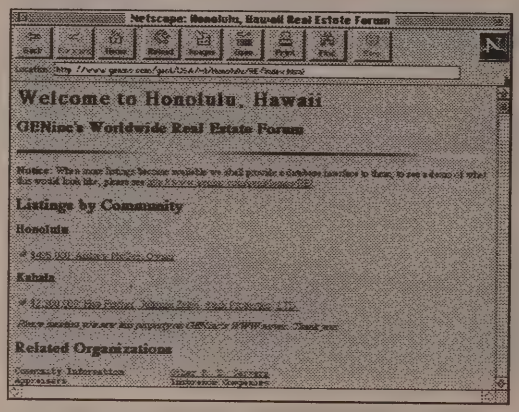
According to Bill Bender, chief of Internet operations at *Homes Internet Magazine*, it is costing "about $10 per serious email response, but the cost is going down constantly." While Bender seems enthusiastic regarding this effort of marketing homes, all real estate agents don't share his enthusiasm.

Vivan Lousarar, of Re/Max in Glendale, related recently when questioned on the subject, "...for now, it's just another cost. Another marketing tool that I have to pay for." Real estate agents have to pay their own charges for services unless they get their brokers to chip in.

Change in marketing tools does not come easily to any industry, especially ones rooted in the same methods for years. It was only a decade ago that real estate agents were introduced to electronic data bases. Now, they have to cope with learning how to attach an email address to their business cards, not to mention understanding what it means to refer clients to Web site addresses.

I took the question of this shift in marketing tools to an international pool of marketers—the Market-L list on the Internet. Revelations were sketchy—but international. I got a response from Robert Savellis in Australia, who is trying to pitch his Web page services to realtors.

On the other end of the spectrum is Gen Inc., located in Southern California. The main core of its business is to place real estate agents' ads on the Web. Visiting its Web page was much easier for me, using the Lynx browser, than the other ones I'd found previously in the *Wall Street Journal*. Listings include additional information such as schools and stores. This company's Web site is *http://www.geninc.com/*.



The listings here cover many states and have the real estate agents' name attached to each listing, along with the price. If you make a phone call to the broker, you'll already know who is handling the listing.

Times are certainly changing, but it will take some time to convince all parties involved that the net offers a more efficient medium of transacting business. The Web is not going to do away with real estate agents and their commissions, but it can certainly make their jobs much easier.

For Renters Too

Rental properties are also listed on Web sites. One interesting entrepreneur in the Orange County area is recruiting apartment house owners where leasing has been a problem as of late. Rainer Freytag, owner of Adman Internet Marketing, comes equipped with twenty years in the advertising business and is putting his knowledge to use in recruiting apartment listings to his Web site (*http://www.adman.com*). A word to cautious: this one requires Netscape.

His hook to property managers is offering their tenants ten free hours of Internet access in their own apartments on their own equipment. He also provides free seminars to introduce this service. Apartment owners, once keyed to this service, are provided with banners emblazoned with "Free Internet" to drape on their buildings. Freytag offered this service to an apartment house owner last year in December in Anaheim, and brought in ten new tenants within thirty days after the signs went up. Freytag can also be emailed at *info@adman.com*.

Slow Change

Slow real estate markets, as we've been seeing in California lately, usually create new marketing trends. However, both consumers and the brokers/ middlemen in this market move slowly when it comes to change. Sharing all their listings where the public can stop by and see will probably never happen. Real estate agents are very protective of their listings, and the ones who guard "hip pocket" listings will have a hard time sharing this information.

Times are certainly changing, but it will take some time to convince all parties involved that the net offers a more efficient medium of transacting business. The Web is not going to do away with real estate agents and their commissions, but it can certainly make their job much easier. It can also cut down on the time lags from the consumer's standpoint.

Additional side services, such as mortgage availability and interest rates in various areas, are also being offered through some Web sites. Look for additional relevant services to appear.

Relocation for firms can certainly be made easier with the use of the online world. Don't overlook the need to discover recent "comps" in the territory you are scouting, such as homes in the neighborhood that fit the same general description in geography, size, and age. Without this information, you won't know if a listing price is in the right ballpark.

Here are a few more Web sites to try:

Global Real Estate Registry: *http://www.goglobal.com/*

The Guide to Real Estate: *http://www.travelersonline.com//cgi/guide.exe/ALL*

Home Net: *http://www.netprop.com/*

The Internet should be only one tool used in shopping for your new home. Verify facts before making any leaps. ■

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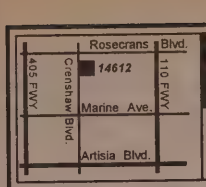

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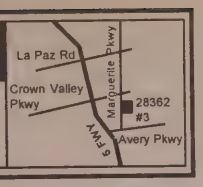

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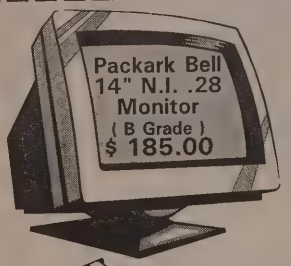

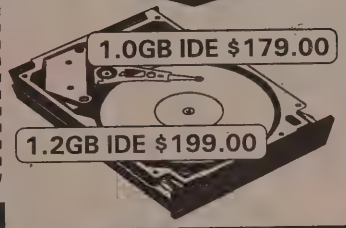

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Inner-City Computer Society

Compton User Group Helps Local Business And Community

By Cynthia Dyer-Bennet

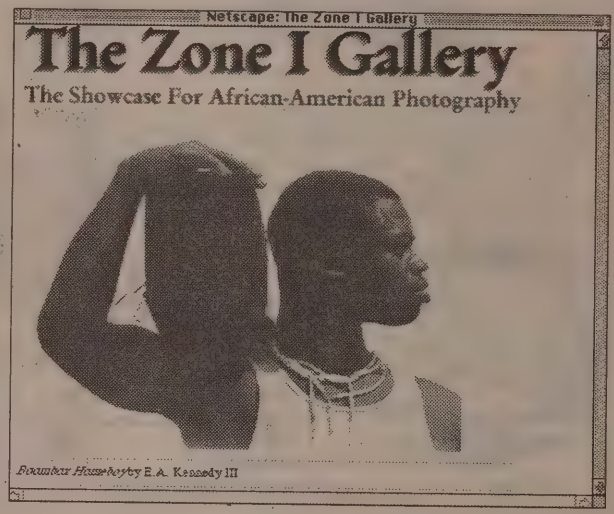
In the late spring of 1994, James Liggins invested a $360 Father's Day gift from his wife in this 4"x5", eight-week ad in L.A.'s *Watts Times*. Liggins' goal was to draw from the local citizenry to create a users group, promoting computer literacy and net use as a means of improving socioeconomic conditions in the community.

Fewer than 15% of African Americans nationwide own a computer, compared to 27% of whites. But Liggins is not the kind of person to sit around wailing about the lousy hand he and his fellow African Americans have been dealt. "I'm an optimist," he says. "I don't allow these things to discourage me. I was determined that we needed to bring net literacy to the Compton community." So he ran his ad.

Some forty-two respondents showed up at the first face-to-face meeting of the Inner City Computer Society (ICCS), a users group based in Compton, California. Membership is now approaching four hundred and still growing. Membership runs the gamut in age from sixteen to sixty-five.

"Most of our membership is African American, but we have Asians, whites and Latinos, too. We're an inner-city group where everyone is welcome," says Liggins. "We're starting to see more children coming with their parents. I'm also proud to say that about half our membership is female."

Monthly meetings, publicized both offline and on, bring close to 100 people together to discuss computers and learn more about electronic technology. Meeting sites and participants vary, depending on what issues are being addressed. "There's a great diversity in the things that we do with our meetings," says Liggins, noting that some members are newcomers to computing and some are old hands. "We've had meetings on what the modem is and what baud rate means. We've done presentations on Windows, demonstrating its features. We've taken our members to computer shows in LA. Last year, we took our members to Pac Bell to see a demonstration of CU-SeeMe. And CBS news participated in one of our community forums."


Netscape: The Zone I Gallery
The Zone I Gallery
The Showcase For African-American Photography
Founders Hour by E.A. Kennedy III

ICCS Services

Though some people assume the Compton area of Los Angeles is a pocket of welfare recipients and abject poverty, Liggins says many members of the community are middle-class, owning their own homes and holding relatively well paying, full-time jobs. Many already own computers.

ICCS offers technical support via telephone and in-person house calls. In keeping with its goal of promoting local businesses, it also encourages those with technical problems to explore neighborhood computer service stores before going across town for help. ICCS also provides a resource for first-time buyers by giving advice on which system would best work for an individual's needs.

Residents who want to get involved in computing but cannot afford to purchase their own machines are not overlooked. ICCS is currently negotiating with Paramount Studios for a donation of used computers to ICCS's program. It could take months for the deal to reach fruition, but Liggins' perseverance is likely to prevail. "It's a matter of getting a lot of issues resolved," he says, "I wish I could wave a magic wand and make it happen overnight. We've accomplished a lot, but there's a lot still to be done."

ICCS also refers those without computers to local libraries, many of which have computers with net access available to the public.

Two of the main communication tools ICCS uses are its BBS and its Web site. Through ICCS's Web site and its links, users can access databases and find out about upcoming community events. They can also get information about water, power, and the police department. The Discovery Channel has a link to ICCS's Web page, and there's even an online mall where community members can advertise their products and services.

Funding for events presently comes primarily through community donations, but ICCS's goal is to become financially independent. "We're a nonprofit organization looking to operate as a corporate entity," Liggins explains. "Our key is to create relationships with corporations as mutual partners. We want to be a value-added organization

continued on page 199

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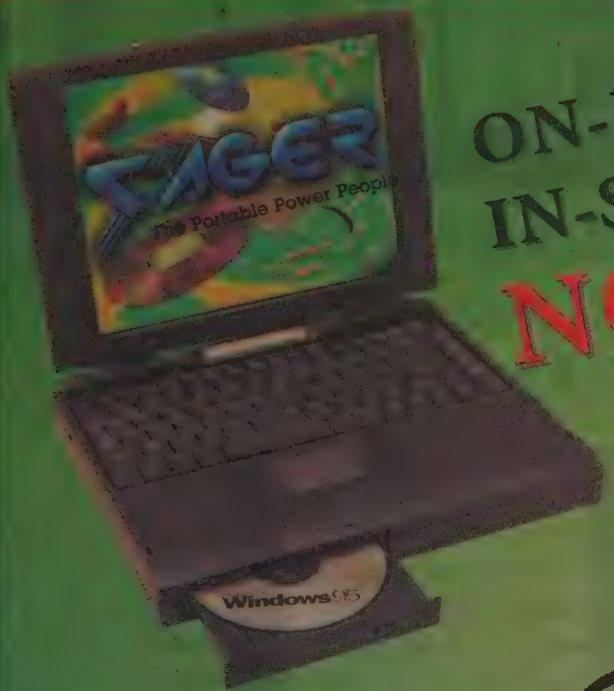

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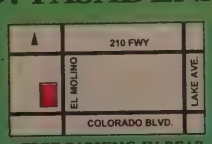

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where people will want to partner with us because we demonstrate something new and exciting. We don't want to model ourselves after nonprofits. We don't want to depend on foundations or government for support. We don't want to be subjected to political climates and the fact that resources dry up." ICCS is currently what Liggins calls "an all-volunteer army." Nobody draws a paycheck.

Liggins is a self-professed conservative. But he's a Republican with a twist. "There's no immediate intention to compensate members of the board at ICCS, but we're working towards establishing some kind of pay for the staff members. They're actually the people who are doing the work. If you're going to ask people to bust their butts to get something going, you have to compensate them. We're working on the Trickle Up theory," he says with a grin.

Projects

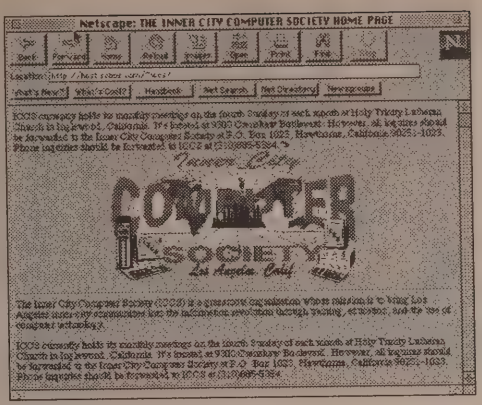
ICCS is coordinating a series of Saturday classes at Greater Bethany Economic Development Corporation beginning April 27. The classes are promoted through ICCS's BBS and Web site, and through local churches.

A team of skilled volunteers gives courses on DOS 6.2 and Windows 3.1, as well as lectures and hands-on experience in information technology, hardware, and assembly. There are no grades; students wishing to move up a level in the study program are given a skill proficiency exam to see if they're ready. All classes are free except for the cost of any required study materials.

Several ICCS members are involved with the Los Angeles Metropolitan Transit Authority's Blue Line Televillage project in Compton. "It's an urban information center that's being developed to allow inner-city residents to gain access to information technology," says Liggins. "It has a telework center to allow telecommuters to come into the center rather than drive to the office. It's also a distance learning center with audio-video satellites so users can participate in classes taught at Cal State Dominguez Hills. It even has a video production site."

ICCS gave an Internet presentation for Black History Month on February 25. Cal State Dominguez Hills reserved a lecture hall and its Pentium computer lab for the approximately one hundred ICCS attendees. "We had high-end users explaining the terminology of the net to people who were unfamiliar with it," recalls Liggins.

Terms like telnet, veronica, and HTML were introduced using urban dialect to make their functions clear. "We told them that Gopher was like 'brother-man,' the person in the community who knows everything about everybody."



Kwaku Jones, an executive board member of ICCS, explained packet switching and protocol, bits, bytes, and baud rates. Liggins discussed the practical applications of net use. "I told them how to check traffic reports before going off to work, how to find information on health and government issues, and how to access public libraries." The day culminated in a hands-on session in the computer lab. "We gave them a list of Web sites they could visit, particularly ones that had Afrocentric content. We want them to know blacks aren't left off the net."

ICCS also participated in the eighth annual Los Angeles Black Business Expo in April. Inner-city teens gave demonstrations on how to build a computer. "The idea is to take away the mystery of computers. We want to show that if a sixteen-year-old kid can do it, then we adults can do it," says Liggins.

ICCS Movers And Shakers

Liggins is an independent consultant who does contract work for information services. He writes business plans and proposals for a wide range of clients including banking consortia, the Economic Development Corporation, and the City of Los Angeles. He has also worked in public relations and management.

Liggins, 37, was born in Mississippi. As a teenager, he moved with his mother to South Central Los Angeles. He and Rolanda, his wife of eight years, have two children: Christopher-Michael, 4, and Alanah Nicole, 3. He credits Rolanda for the success of ICCS. "My wife has been so supportive about this whole thing. Without that support, I don't think I would have been able to accomplish what I have. I can't say enough about her role in my life."

Ron Parker is the founder and president of Software Creations, an electronic publishing firm and an Internet information and service provider. Through Parker, ICCS found a cyber-home. After joining ICCS, he was so intrigued by the prospects of community growth he saw there, he donated space to ICCS on the Software Creations domain.

He sees his act more as a practical move than a hand-out. "I wanted to provide a mechanism to get people online," he says, "I wanted to make a commitment to help people in the area of information technology, but at the same time I figured I'd be opening the door to a set of potential customers on down the line."

The system runs on Pentiums, using Windows NT, UNIX, and LINUX, as well as Novell Netware. There are sixteen modems plus direct dial-up, with an ISDN connection. Direct-dial calls come in at 28.8bps, Telnet connections at 38.8bps, according to Parker. There is no charge to access the system, though there is a 30-minute-per-day limit on usage to give each of the approximately 300 users an opportunity to check email and do some exploring on a daily basis.

"I've been running my own online service since 1988," says Parker, "the system is very stable." At Software Creations, he works with clients to help them develop their Web presence. Groups ranging from Mutual New York Life Insurance to the states of California and Montana have paid fees to have their Web pages on Parker's domain.

"We also offer subscriptions to information services," he adds. "For example, we have a large database of military history from the Civil War through World War II. We offer this both to individuals and institutions."

Kwaku Jones is the director of operations at MTA's Televillage project. He also runs a business called Talking Drum Enterprises. Jones chose the name of his company carefully. "In Africa, drums were the first form of long-distance communication. The rhythm of the drums and the silences between the beats are a perfect metaphor for the way computers work and how bits are broken up into packets to pass over the net," he says.

TDE is an Internet consulting firm and Web developer. Through TDE's Web site (*http://www.scbbs.com/~talkingdrum*), online users can link to the Los Angeles-based journal for blacks, *Turning Point Magazine* (*http://www.turningp.com*), and explore a database of black-owned businesses and employment opportunities (*http://www.uniteus.com*). Projects under development include incorporating Java and VRML into his Web site.

Until about five years ago, Jones considered himself a dabbler in computing. But cutbacks in the aerospace industry of Southern

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Surf The Internet In A Chinese Environment

How To Get There And Places To Visit

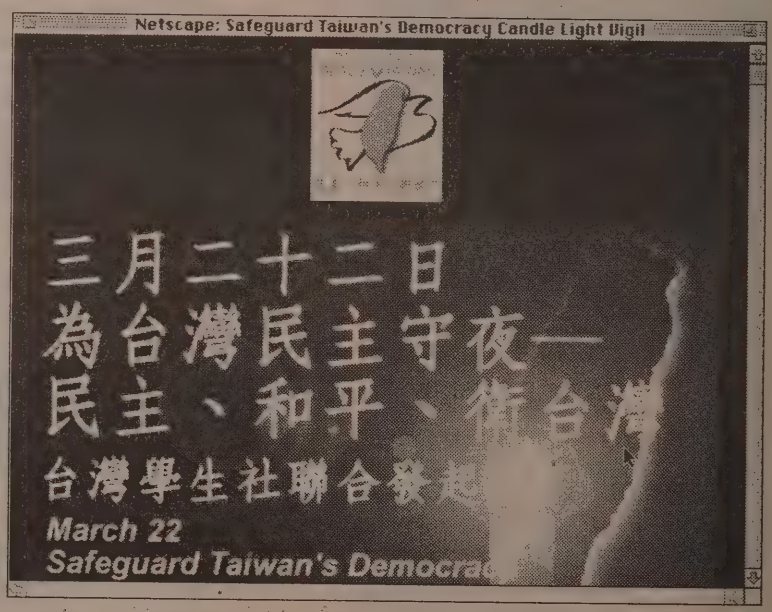
by Joe Hsu

As the Webmaster of Datung Internet, a bridge constructed to serve both English and Chinese Internet citizens, I'm often asked why I'm so interested in "Chinese Internet" when it's much easier to use English while net-surfing.

I was born and raised in Taiwan. After finishing my college and military services, I came to the United States in 1979 to pursue my graduate study in civil engineering at Oregon State University. I bought my first 286AT PC in 1987; I started my BBS in 1994 without knowing anything about computing in Chinese, but knowing I wanted to start a bilingual BBS, because I think BBSs are great communication tools.

In 1996, the Internet is taking the world by storm. Presidents and ordinary citizens are either already part of the Internet or soon will be. In the West, it is becoming a daily routine for people to connect to the Internet for the news, weather reports, sports, shopping, entertainment, etc. Many people are using Internet electronic mail to communicate with their friends around the world.

What happened to the East?



Taiwan Internet Citizen

In my native country of Taiwan, there are more than 360,000 people using the Internet today, according to latest report from TWNIC (Taiwan Network Information Center) in *SeedNet News Letter Biweekly* (*http://www.psd.iii.org.tw/inews*). Three hundred thousand of them are in the academic sector; 6000 are commercial sites. Approximately 600 Web servers are in service today, and the number is growing very quickly. Three major Internet service providers in Taiwan have established their home pages:

SeedNet (*http://www.seed.net.tw*);
HiNet (*http://www.hinet.net*); and
TANET (Taiwan Academic Network) (*gopher://www.edu.tw:70/*).

Input Problems

The major difficulty for Chinese speakers using the language on the Internet is the input speed. Both Mac and Windows environments have Chinese-language packages, but it takes two to six key strokes to input a Chinese character. An average computer user can type only 100 to 300 Chinese characters per hour; a professional Chinese typist may go as high

If you are a Mac user and wish to know more about how to surf the Internet in Chinese, there are some helpful pages listed here.

continued on page 242

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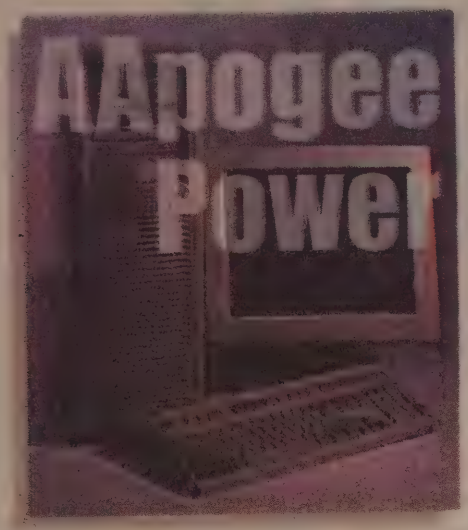

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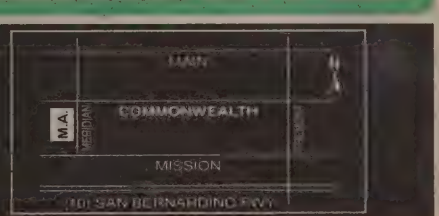

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AMIGA

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Tripping To Topeka: A Visit To NewTek

Or, A California Boy's Kansas Odyssey

I've been friends with NewTek's Donetta Colboch for several years now, and we've always talked about a tour of NewTek, "if I ever got out to Topeka."

Well, I got an opportunity to visit the grand state of Kansas and finally take her up on her offer. Having never been to that part of the country, my expectations were based on exposure from the news media and *The Wizard of Oz*—hardly a fair representation. It ended up being a trip I'll never forget, as you will soon see.

THE ADVENTURE BEGINS

My adventure began early in the evening at Parking Lot B of the Burbank Airport in the San Fernando Valley. I'd barely loaded my bags into the shuttle when the driver slammed the doors shut and accelerated off, throwing me off balance and practically to the floor.

My flight had one stopover in Phoenix before arriving at Kansas City International. As luck would have it (bad luck, that is), my connection was over an hour late. This would have unanticipated repercussions.

ONE OF THE FIRST EMPLOYEES I MET WAS THE "TECH SUPPORT HAMSTER." THEY PUT HIM IN ONE OF THOSE CLEAR PLASTIC BALLS (YES, HE IS A REAL HAMSTER), AND HE GETS TO ROLL AROUND ALL HE WANTS.

NO RED CAR-PET

Eventually my Boeing 737 touched down in Kansas City after 2 a.m. I had a car reserved, so I quickly made my way to the car rental telephone wall. The "Available" light was not lit for my particular rental company, but I figured this just meant it didn't have automobiles for those unfortunate people without reservations. Surely it knew I was coming and everything would be fine. Not.

I called and got no answer. So I let it ring and ring. My second tactic was to call them using a regular pay phone. Aha! Pay dirt. I got to an automated answering service. Navigating through the telphone menu maze I eventually got to...no one. Figuring I had selected a wrong menu item, I hung up and tried again.

Eventually I gave up and called one of the other car rental places with an illuminated "Available" sign. I explained the situation and found

BY DOUGLAS J NAKAHARA

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SUFFICE IT TO SAY YOU SHOULD EXPECT SOME EXCITING THINGS FROM NEWTEK THIS YEAR AND IN THE FUTURE.

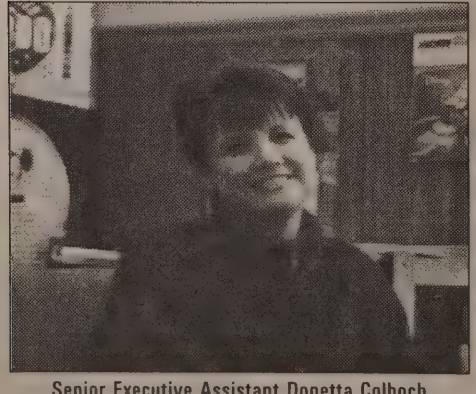
out that the people from my rental company had closed up shop hours ago. Fortunately this shop had something affordable and its shuttle van appeared within minutes.

In contrast to my Burbank shuttle experience, this driver greeted me with a smile and helped me with my bags. It wasn't too long before I was behind the wheel of a nice new four-door sedan. Of course the shuttle had no maps to Topeka, but the one it did have took me halfway there and I had written instructions from that point. I started my trip going in the wrong direction, but I corrected my navigational error before too long.

TRIPPING TO TOPEKA

I was expecting to drive through snow, but there was little evidence of any, although it was extremely dark. There was absolutely no one on the road, so it was full-speed ahead to Topeka. One stretch of the road was some sort of tollway where your toll is based on your entrance and exit points. They actually have people hand out these little cards and collect the money. I chuckled at the thought of having one of these back home in Los Angeles during rush hour.

It was after 4 a.m. when I finally pulled up to my hotel. I quickly checked in, and my head probably hit the pillow at about 4:30. Fortunately, I wasn't supposed to be at NewTek until 11.



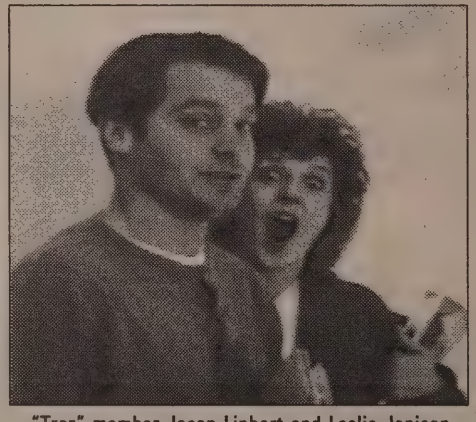
Senior Executive Assistant Donetta Colboch

ON TO NEWTEK

Donetta was at the hotel promptly at 11, and we made the short journey to NewTek in her Jeep Grand Cherokee, which, incidentally, seemed to be the car of choice, at least around NewTek.

The NewTek building is a relatively new three-story structure. The middle floor is occupied by the USDA. NewTek fills the top and bottom floors.

One of the first employees I met was the "tech support hamster." They put him in one of those clear plastic balls (yes, he is a real hamster), and he gets to roll around all he wants. I noticed him going in and out of various offices while I was there. I'd be talking to someone, and I'd hear a clunk against a door or wall. (I hope the little guy knows to stay away from the stairs!) He's got a name, but I was asked not to tell...



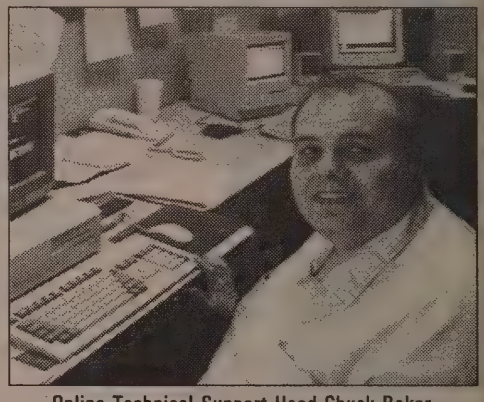
"Traz" member Jason Linhart and Leslie Jenison

The offices are essentially what you would expect to see at any business. Of course, NewTek employees seem to be totally free to express their personal tastes in decorating their areas. Donetta, for example, has more than the average person's share of Mickey Mouse collectibles.

VISITED DIGNITARIES

I was fortunate enough to meet with most of the R&D team, affectionately referred to as "Traz" (as in Alcatraz). This included Rick Cooley, Bob Caron, Todd Hayes, David Holt, Pat Brouilette, Chris Richardson, and Jason Linhart. We had a very spirited conversation. Users of NewTek products should be familiar with at least some of these names.

Later I visited with Greg Ready, the technical Support Manager, and Chuck Baker, who is in charge of online technical support. They've got a lot of good ideas; you can definitely look for a bigger presence on the Internet. Something that has just been implemented is online support via America Online under the keyword "Newtek." Check it out if you have access to AOL.



Online Technical Support Head Chuck Baker

I was honored that NewTek President Tim Jenison took some time out of his busy day to chat with me. We talked about the Toaster for Windows, the Internet, bandwidth, Java, and many other interesting topics. Later, I joined him and his wife, Leslie, at a great little restaurant in downtown Topeka. The homemade sausages were delish! Tim and Leslie are just two of the nicest down-to-earth people you'll ever meet. Don't be afraid to say hi if you ever see either of them.

After dinner, it was off to the Jenison's home where Tim showed me his handmade harpsichord and MIDI-controlled grand piano. The grand is quite cool, as it can play back (with moving keys like a player piano) disk-stored music. Tim, an accomplished pianist, also demonstrated its record/playback capabilities. He had a bunch of other MIDI equipment all connected. I used to play in a band at nightclubs around LA, so I found Tim's musical toys pretty interesting.

Tim is also a helicopter enthusiast. I heard about several of his exploits, "buzzing" the NewTek building and giving various people, including Amiga Technologies President Petro Tyschtschenko, aerial tours of Topeka. One story has someone thinking the gardeners were mowing the lawns a little too late in the evening (it was dark), only to find Tim hovering outside.

I also got to meet with Jim Parsons, NewTek's

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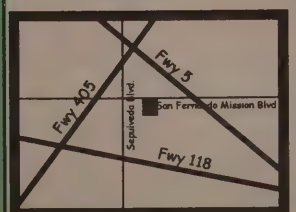

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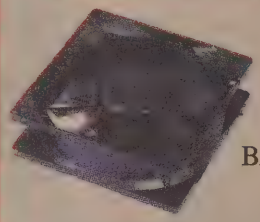

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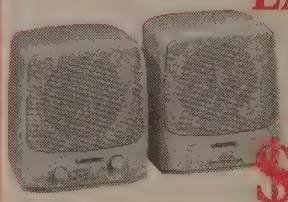

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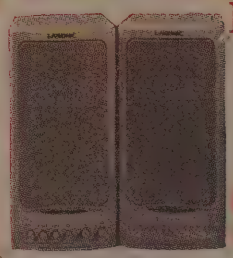

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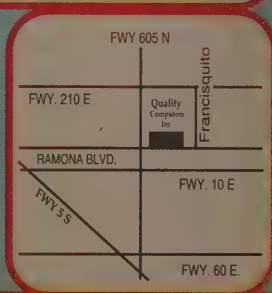
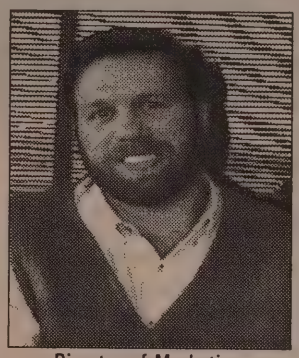


AMIGA *continued...*

director of marketing. Jim is relatively new and formerly worked for Novell. He's a very sharp guy who brings a lot of corporate-type experience to the company.

I'm not sure how I was able to squeeze into this guy's schedule, but I also spent a little time with NewTek's new chief executive officer, Dwight Parscale. This time my accounting background probably helped more than my journalism and computer experience. We talked about a lot of different things—most of it confidential. Suffice it to say you should expect some exciting things from NewTek this year and in the future. Dwight is already making some sweeping changes.



Director of Marketing, Jim Parsons

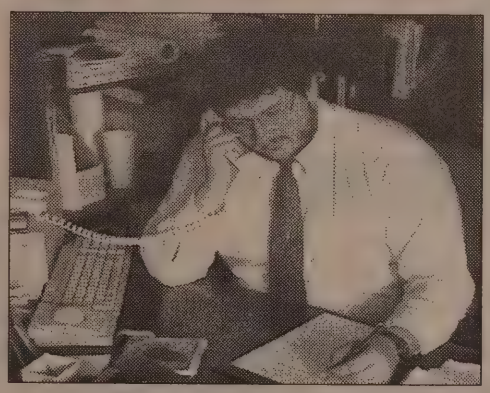
THE TOUR CONTINUES

My office tour took me through most of the building. I even passed the original "Screamer" LightWave rendering machine as I journeyed down one of the corridors. I wish I could have spent some time exploring the Repair Department with manager Bob Pruitt. It was a room filled with all kinds of boards, parts, cables, and other electronic goodies—I love that kind of stuff.

For recreation, NewTek has a video game room; however, it didn't look like it was used very often. There is also an exercise room filled with various fitness equipment. This room, in contrast, looked like it got a lot of use.

NEWTEK U

While I was there, Video Production Manager Bob Anderson had just returned from Califor-nia. He was busy taking inventory of some Amigas previously used by Amblin' Imaging in its rendering farm.



Video Production Manager Bob Anderson

These machines are being put to very good use and have found a new home at Washburn University in Topeka. There will be twelve Toaster/Flyer workstations and eventually some Intel-based LightWave machines. The university and NewTek will share the use of the facility. Washburn will set up a curriculum for a degree in advanced technologies, and NewTek will use it for training.

WEEKLY MEETING

My tour of NewTek ended with the weekly employee meeting. Here, amongst employees, pizza, and beverages, Tim announced that version

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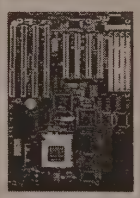

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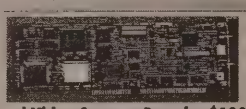

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4.1 of the Flyer software was finally going to ship. Essentially, this is the first solid version of the software. (Incidentally, you can thank me for the 4.1 CD-ROM's shipping with two floppy disks instead of one. While I was there, I pointed out a bug in the way the macro function keys were working in the 4.1 Modeler beta. This forced a last-minute change.)

Apparently, they often show tapes that people send in and things that employees have done. One guy showed off a little video he put together on his trip to San Francisco—very funny stuff. Of course, he put it together on a Flyer. So if you send a tape to NewTek, you can be assured that it gets viewed—by a lot of people!

During the meeting it was also announced that for the first time, code written by someone other than Stuart Ferguson or Alan Hastings was incorporated into LightWave. The programmer was none other than Fori Owurowa, best known as the author of a shareware spline-based modeling program called FreeForm. (He now works for NewTek.) Details on the feature that Fori added were quite vague, but you can bet it's going to be cool.

BEAUTIFUL DOWNTOWN TOPEKA

Topeka wasn't at all what I expected. Although there are no mountains, it is not as flat as one might think. There are a lot of low, rolling hills. It was absolutely beautiful. You can literally see for miles. Even though I was visiting in the middle of winter, daytime temperatures were in the 60- to 70-degree range—a "heat wave" for this time of the year, I was told. Too bad; I was really looking for some snow!

SURVIVAL AND PROSPERITY

NewTek has survived while most other Amiga developers have perished. Flyer software is now solid, and LightWave PC sales are continuing to grow. The Toaster for Windows machine should ship sometime this year. Availability of new A4000Ts has caused a rebirth of the Video Toaster market.

Things are finally looking up for the company, and they are busy positioning themselves to make the most efficient use of their resources. (One recent change is that Donetta is now the senior executive assistant helping with Dwight's responsibilities. Her marketing duties have been assumed by Jim.)

I like what I saw at NewTek, and I anticipate an exciting and prosperous year for them. I had a blast! ■

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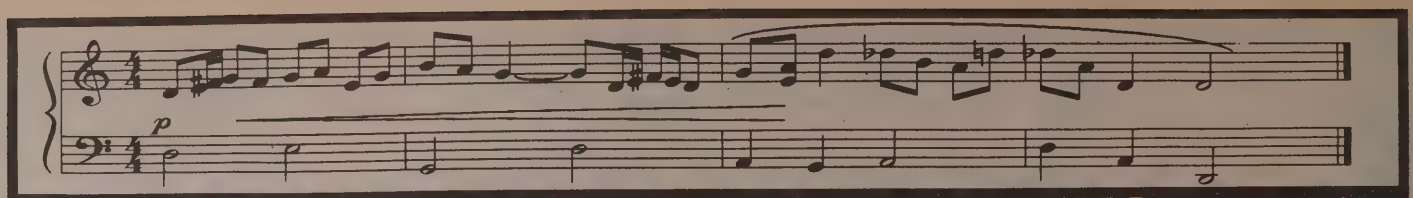

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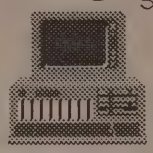

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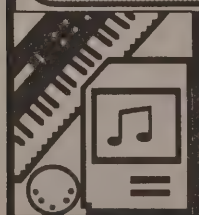

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ISDN: Best Bet For More Bandwidth?

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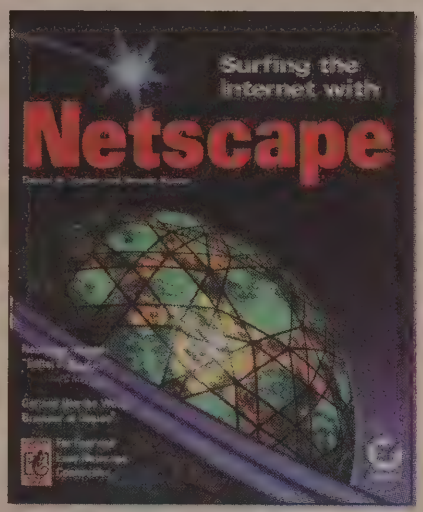
For many, ISDN has historically meant "It Still Does Nothing." But ISDN is picking up speed with more demand, installations, acceptance, and applications. It still isn't cheap or easy, but at a time when the demands of the Internet and the need to transmit large electronic documents are growing at an accelerated rate, ISDN is the best big bandwidth option short of costly point-to-point T-1 and T-3 dedicated digital lines.

ISDN can transmit files from four to five times faster than the best performance of a 28.8 Kbps modem on the same lines. ISDN does more than boost transmission speed; it also cleans up the signal considerably

The World Wide Web gets deeper, richer, and chunkier, but the bandwidth limits for data quantity and speed of transmission hit a thick copper wall with twisted pair line at 28.8Kbps. That's about the best that can be done until the implementation of promising technologies such as ASDL (asynchronous digital subscriber lines) with rates from 1.5 to 8Mbps and MPEG 4. With DDT (data dial tone), cable modems—where, when, and if they exist—can pump data at up to ten times the fastest analog modem, supporting density loads such as VOD (video on demand).



The same far-flung globally distributed network of public phone lines that makes the miracle of the Internet possible cannot be matched by ISDN, fiber optic cables, or cable modems because it is still too costly to install these lines as widely as Plain Old Telephone Service. Fiber optic will eventually replace copper, but in some areas we won't see that happen until well into the next century. ISDN and cable modems are relatively localized to metropolitan hubs and will never be available in more remote areas.

PLUMBING ENHANCEMENTS

ISDN doesn't replace the standard copper strands with much else physically other than the digital switches at the head ends; what it does do is divide and digitize. An existing or new analog line is configured into three paths, or "pipes." The two larger ones are the 56Kbps bearer, or B channels; they are coupled to the smaller data, or D channel. Think of it as "derived" channels or an "untwisted pair."

The D channel is a packet-switched call set-up and signaling connection that other ISDN points will recognize. This control configuration is known as Basic Rate Interface (BRI) and is most often used for individual or home ISDN service.

Under Primary Rate Interface (PRI), there are many variations of ISDN for business applications, including LAN and multiplex support. It is comprised of twenty-three 64Kbps B channels and one 64Kbps D channel, or a 23B+D connection. With a total bandwidth of 1.544Mbps, it is designed for transmission through a T-1 trunk and can support large scale multiple data transfers and video conferences.

HOME ISDN

I asked the Pacific Bell technician who came to hot-wire my electronic cottage how much ISDN

BY TONY REVEAUX

ISDN *continued...*

was going up in the neighborhood. He replied that he was assigned full-time to installing just ISDN throughout the Noe Valley/Bernal Heights areas here in San Francisco. The distribution was, he estimated, about equal for both home/office BRI/PRI installations.

While it is possible for the home office to have both voice and data, digital and analog, on one BRI, it is not simple. You need to add a special terminal adapter, and all phone and fax machines must be ISDN systems. Not only that, but also when your power goes down, your ISDN hits the dirt as well. Which means that you would be without a phone during The Big One. That's why it's a good idea to have two lines; one analog for phone and perhaps fax, and the other for ISDN.

The U.S. Robotics ISDN modem I'm using has an analog port (not all do), and it supports fax-modem transmission as long as you have fax-modem software in your computer to control it. You could feed in an analog device such as another phone or fax machine and it would travel through the digital pipes.

Here in the Bay Area, Pacific Bell is still getting up to speed on ISDN, and the rates are still high (compared nationally), but it is very feasible. You can call 800-4PB-ISDN for information or to make arrangements for installation. An excellent booklet, "ISDN: A User's Guide," can also be ordered at that number.

Fastrak Home ISDN (Single Line, Residential ISDN) has an installation fee of $34.75 on existing lines and $85 on new lines. Monthly service is $24.50. Local usage is billed at regular business rates Monday through Friday from 8 a.m. to 5 p.m. All other times, zone one and two usage is flat-rated (so surf the net on nights and weekends). These rates apply to each B Channel used. In addition, a $3 local usage credit is applied monthly. A $125 installation fee is waived for a two-year service commitment.

NOT A MODEM

The first thing you should understand about an ISDN modem is that it is not really a modem; we call it a modem for familiarity's sake.

Modem means "modulator/demodulator," as it converts analog to digital and back again. But here, the modem-like device is really an ISDN interface. It can be in the form of an integrated modem device with built-in ISDN like the U.S. Robotics Courier I modem with ISDN/v.34 ($895 list), or it can be achieved with an add-on Network Termination (NT1) device. You must determine that the device is compatible with your existing analog modem. The U.S. Robotics Courier I, for instance, is a very comprehensive and wide modem. Its light show starts with indicators for each B channel.

To find an Internet service provider (ISP) who supports ISDN, you'll be pretty much on your own. The only relevant source I've found on the Web can be accessed at *http://alumni.caltech.edu/~dank/isdn/isdn_ip.html* . This is the Northern California ISDN/ISP section of Dan Kegel's valuable ISDN page.

Your best bet is to browse the paper pages of *MicroTimes* or your local nerdpub and find the ads that feature ISDN service. Setup fees range between $20 and $50, and support rates (in addition to the phone company) are about $30 a month for fifty 1B hours or twenty-five 2B hours, and $1 an hour after that. Beware: Being an ISP is a cool thing that many young startups are diving into, but they may not always have their digital acts together quite yet.

You can expect to find more opportunities and lower rates for ISDN from a variety of sources in the next year or two. MCI is in the process of increasing the bandwidth of its Internet backbone from 45Mbps to 155Mbps to handle the heavier Web traffic. It plans to offer ISDN Internet access by May and local ISDN access within the next eighteen months, and it aims to match AT&T's pricing range.

GOOD NET BOOKS

If you are already on the World Wide Web, chances are you are using Netscape 2.0 as your browser. *Surfing the Internet with Netscape Navigator 2* by Daniel A. Tauber and Brenda Kienan (Sybex, 403 pp. w/disk, $22.99) is a natural companion to the onscreen version—which, not disputing its sterling qualities, tends to be somewhat short on documentation and tips.

This book can speed your Web travel by revealing tips on saving files and bookmarks, getting to newsgroups (not always that obvious), and using email and video viewers and sound players. It has a substantial chapter on HTML and the basics of page design and set-up. Things move so fast here on the net that even though this is the second edition, it has nothing on plug-ins such as ShockWave. The disk, which is for PCs, doesn't have any plug-ins either, but it does include a good library of search engines, directories, publishing tools, and selected sites.

Gopher, FTP, and Telnet may not be as sexy as the Web, but if you are seriously searching for endless information, that's where you will find it. *Cultural Treasures of the Internet*, by Michael Clark (Prentice Hall PTR, 400 pp., $22.95), provides as good an introduction and instruction in using them as you will find. The bulk of the book is an excellent directory for cruising the infostacks of libraries, museums, and special collections for cultural resources.

young@heart: Computing for Seniors, by Mary Furlong, Ed.D., president of SeniorNet, and Stefan B. Lipson (Osborne/McGraw-Hill, 368 pp., $22.95) is an excellent and right-headed approach to meeting the needs of those 55 million Americans who might consider themselves seniors (and all of us, sooner or later) who could benefit from using computers. The authors take a relaxed and real-world view of personal computing and what seniors want to achieve without imposing a "cure-all better-for-you" attitude. It provides informative guidance for individuals and groups to get started, get the right machine, get on with it, get the thing fixed when it's broken, get into productivity and connectivity from the desktop, get on the Internet, and get to the stuff you're really interested in. If you are not (yet) a senior but want to help friends and family get digital or explore ways of furthering family connectivity, this is a good source. ■

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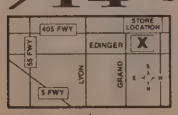

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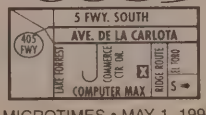

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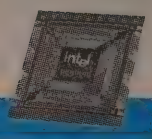

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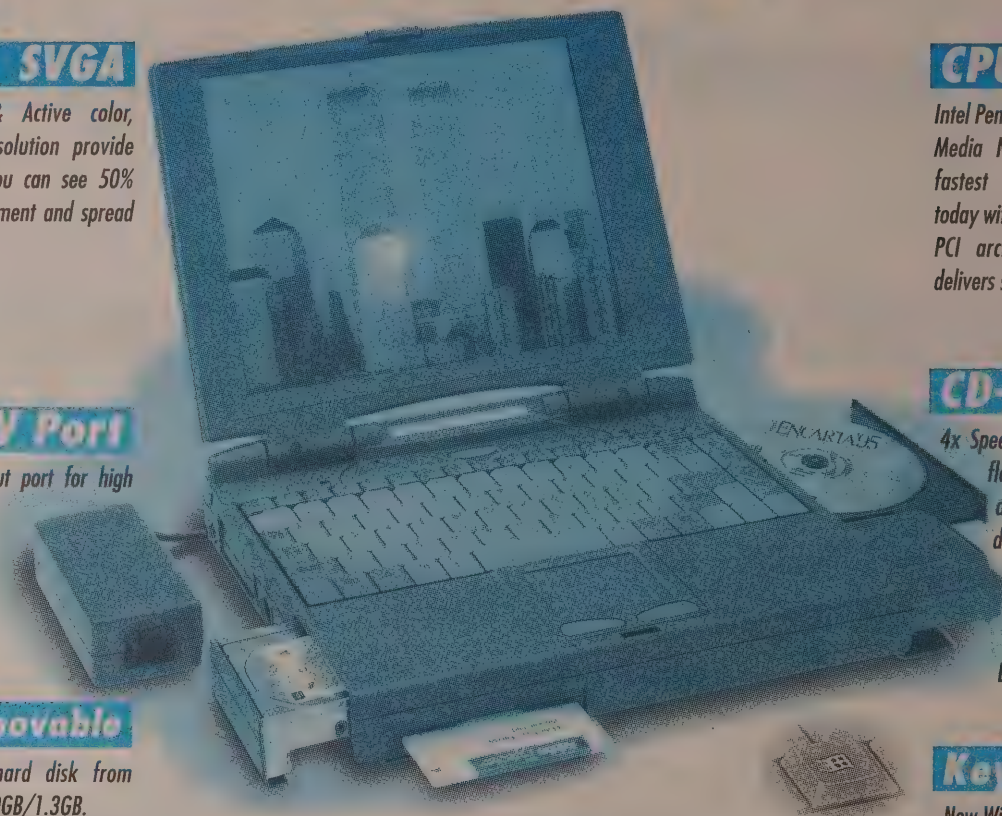

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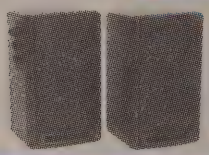

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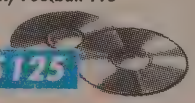

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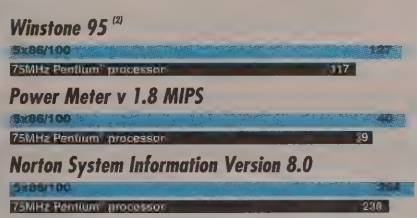

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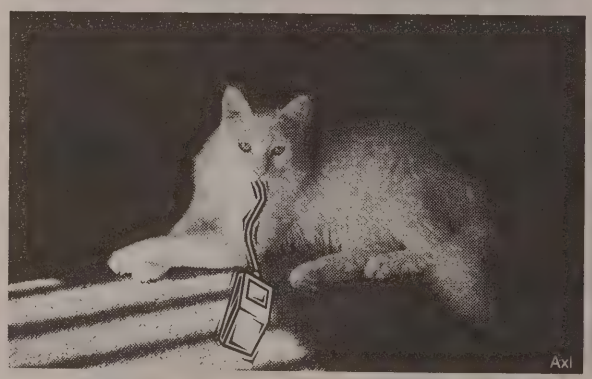

Self-reliant like the cat—
that takes it's prey to privacy,
the mouse's limp tail hanging
like a shoelace from its
mouth.

— Marianne Moore

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Insights *continued from page 18*

clicking on their icons, and it even ignores files opened from Word's Recent command. Of course, the vast majority of users open files from their desktops, not from the Open command.

Not Knowing When You're Bitten

Clearly, Sun and Netscape will try to stay on top of all the reported security holes in Java and JavaScript, and will release fixes for them after they appear. However, this is insufficient, many people don't keep up with the current releases of Netscape, and it is onerous to download large patches or even larger copies of new versions. (Worse yet, the patches for the Mac and Windows 95 versions of Netscape version 2.0 didn't work on my own systems, which meant I had to download both the patches and the full new versions.)

Like BASIC, Java has been vastly oversold. In fact, one of the areas where it was supposed to be the perfect language for the Web is precisely the place where it will probably cause the most problems: security.

The problem isn't that there are some security bugs; it is that you have no idea when a Java or JavaScript program is running on your system. You go to a Web page, and there is nothing that tells you, "This page has a Java program on it," or "This HTML contains two different JavaScript programs."

This is quite different from the way computer viruses get passed around. With viruses, you have to run a program that is infected in order for your computer to be infected. With Java and JavaScript, all you have to do is visit a page on the Web that has malicious code and it runs, often without telling you.

Unless you disable Java and JavaScript programs all the time, you are vulnerable to the security breaches. The Java and JavaScript security breaches that have been described so far have not been as destructive as many viruses. On the other hand, if some smart crackers have found more serious holes, we probably won't hear about them until well after they've started wreaking havoc on the Web.

Combine this lack of knowledge of when you're getting bitten with the industry hype about how every desktop will be connected to the Internet, and you have a recipe for massive insecurity. Bill Gates has promised that Windows 97 (or whatever it will be called) will have a desktop that looks just like a Web browser, so you won't care when you're looking at information on the Internet and when you're looking at local information.

Great. Now you won't even have a clue when you're running a program that you bought and one that was downloaded to you from an unknown Web server. In a world where you control which programs run on your PC, this isn't so bad. However, when every Web document and every Word document that you open by double-clicking on your desktop is the possible source of a virus—or at least of sending information to someone against your wishes—the computer desktop becomes a much less attractive place to work. ■

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Stock Chart continued on page 290

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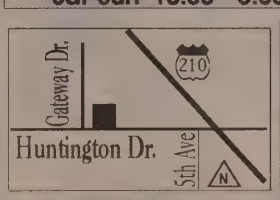

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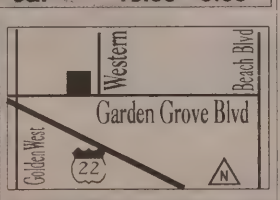

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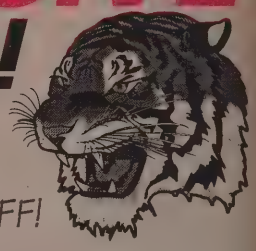

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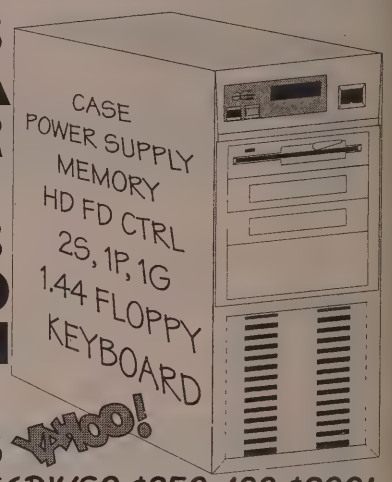

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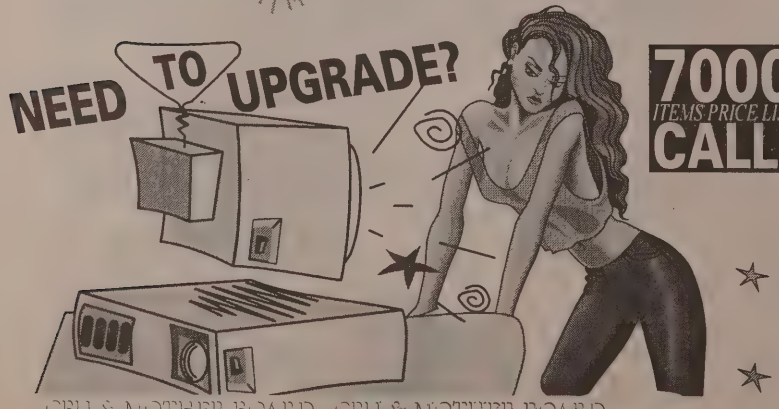

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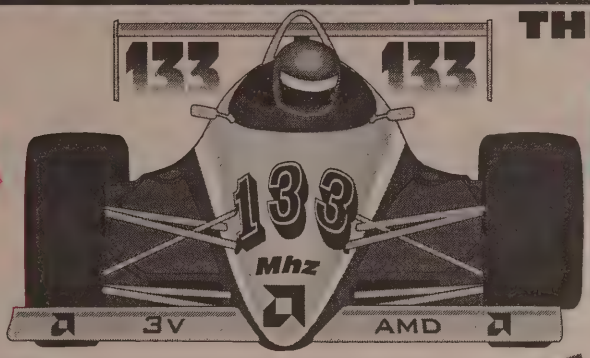

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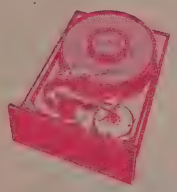

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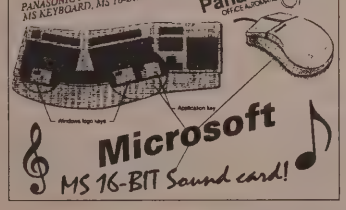

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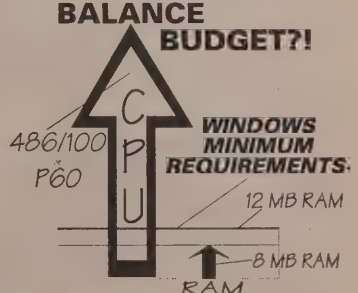

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OTC	Oracle		ORCL	48.88	44.00	-4.88	-9.97	38	0.00	0.00	55.00	28.00
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NYS	Silicon Graphics		SGI	24.25	24.63	0.38	1.55	19	0.00	0.00	45.63	21.13
OTC	Sun Microsystems		SUNW	45.88	48.25	2.38	5.18	21	0.00	0.00	57.13	17.00
NYS	Xerox		XRX	133.13	127.25	-5.88	-4.41	-	3.48	2.73	144.63	109.38
NYS	Tandy		TAN	46.75	48.13	1.38	2.94	15	0.80	1.66	64.38	34.13
	CPU'S											
NYS	Advanced Micro Devices		AMD	17.75	17.13	-0.63	-3.52	7	0.00	0.00	39.25	16.13
OTC	Intel		INTC	59.00	59.63	0.63	1.06	15	0.16	0.27	78.38	45.13
NYS	LSI Logic		LSI	28.25	30.13	1.88	6.64	16	0.00	0.00	62.50	22.50
NYS	Motorola		MOT	55.63	55.13	-0.50	-0.90	19	0.40	0.73	82.50	44.75
	COMMUNICATIONS											
NYS	AT&T		T	61.38	62.63	1.25	2.04	-	1.32	2.11	68.88	47.88
NYS	BellSouth Corp.		BLS	36.25	36.25	0.00	0.00	23	1.44	3.97	45.88	29.13
OTC	MCI	(H)	MCIC	28.13	28.19	0.06	0.22	35	0.05	0.18	31.13	19.09
NYS	Northern Telecom		NT	49.00	48.25	-0.75	-1.53	26	0.44	0.91	50.88	31.50
NYS	Pacific Telesis		PAC	26.38	32.25	5.88	22.27	13	2.18	6.76	35.25	25.63

KEY: NYS NEW YORK ASE AMERICAN OTC OVER THE COUNTER
(H) NEW HIGH REACHED IN PERIOD (L) NEW LOW REACHED IN PERIOD

MARKET DIARY:

ADVANCES	13
DECLINES	15
UNCHANGED	1
NEW HIGHS	1
NEW LOWS	2

MOST ACTIVE ISSUES:

LARGEST DOLLAR GAINER	Dell	$ 6.38
LARGEST DOLLAR LOSER	Informix	$ -14.13
LARGEST PERCENTAGE GAINER	Pacific Telesis	22.27 %
LARGEST PERCENTAGE LOSER	Informix	-41.54 %

	CLOSE 03/15/96	CLOSE 04/12/96	NET CHANGE IN PERIOD	PERCENT CHANGE IN PERIOD
MICROTIMES STOCK INDEX	7381.90	7227.29	-154.61	-2.09
DOW JONES INDUSTRIAL AVERAGE	5584.97	5532.59	-52.38	-0.94
STANDARD & POOR'S 500 INDEX	640.87	636.71	-4.16	-0.65
N.Y.S.E. COMPOSITE	343.39	342.41	-0.98	-0.29
NASDAQ COMPOSITE	1099.59	1100.94	1.35	0.12

CLOSING QUOTES FOR GRAPH:

DATE	MICRO TIMES	DOW JONES
08/30/95	7787.50	4604.57
09/27/95	7831.95	4762.35
10/24/95	7807.96	4783.66
12/13/95	7945.37	5216.47
01/22/96	7157.50	5219.36
02/14/96	7647.58	5579.55
03/15/96	7381.90	5584.97
04/12/96	7227.29	5532.59

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Technology stocks continued their decline for the month ending March 12, 1996. Specifically, the Microtimes Stock Index was off 154.61 points, or 2.09%, to the tune of 7227.29. In the Wall Street comparison, the Dow Jones Industrial Average slid 52.38 points, or 0.94%, to 5532.59, and the S&P 500 Index dipped 4.16 points, or 0.65%, to close at 636.71. The MT market diary read as follows: declining issues edged out advancing issues by a 15-to-13 count, and there was one new 52-week high vs. two new 52-week lows.

Turning To The Stocks In The Microtimes Index:

Informix emerged as the largest dollar and percentage loser in our index as it dropped 14.13 points, or 41.54%, to close at $19.88. The plunge in stock price came after the company warned that first quarter earnings are expected to be around $0.07 a share to $0.10 a share, compared with Wall Street expectations of $0.14 a share. The dim expectation comes after Oracle announced that earnings will not meet expectations. Shares for Oracle slipped 4.88 points, or 9.97%, to close at $44.00.

IBM shares dropped after Gary Helmig, a SoundView Financial analyst, cut his rating on IBM. The cut came ahead of next week's first quarter earnings and amid mainframe pricing pressures and a strong dollar. Helmig said that Wall Street would likely be disappointed by its first quarter revenue growth of around four percent. IBM was down 8.38 points, or 6.99%, to $111.50 for the month.

SBC Communications has bargained a $23.8 billion agreed takeover of Pacific Telesis Group. The price paid is an effective $39 a share for PacTel. A combination of the two companies creates a local telephone company with $25 billion in annual revenue and 25 million customers. Pacific Telesis rallied 5.88 points, or 22.27%, to close at $32.25.

Hambrecht & Quist raised its rating on Autodesk to "buy" from "hold," citing new Internet products, the timely release of updated versions, and increased confidence in the company's core AutoCAD drafting software. One of the company's new products is HyperWire, which enables creation of three- and two-dimensional Web titles by just using visual objects instead of programming commands. Shares for Autodesk climbed 4.63 points, or 12.25%, to close at $42.38.

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Pentium-120	**$1119**
Pentium-133	**$1179**
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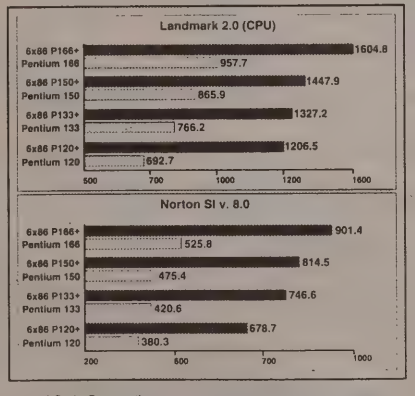

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Monitor 0.28dp N.I. L.R.
Mid Tower Case 250W P/S
104 KB & Hi-Res. Mouse

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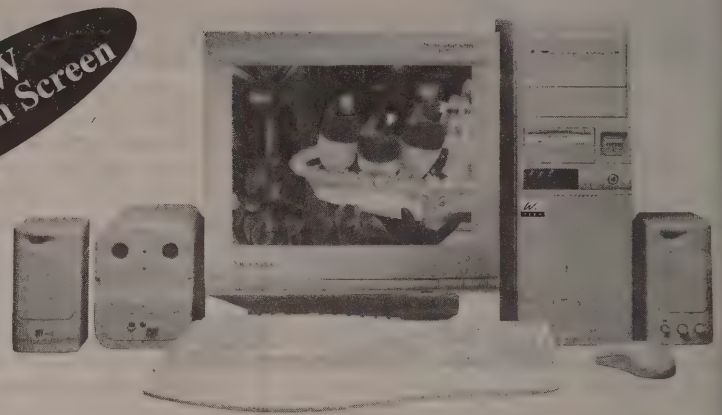

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Fantasies *continued from page 31*

petitive disadvantage in Internet commerce could affect sales tax collections in California."

The governor would have to report the commission's findings to the legislature by the end of 1997.

Online Lists Of Campaign Loot

There are at least two bills that would make all significant campaign finance reports available for unrestricted public access via the Internet—AB 2546 (Jackie Speier, D-Burlingame) and AB 1026 (Bruce McPherson, R-Santa Cruz).

AB 2546 would implement most of the recommendations of last year's Electronic Filings Advisory Panel, convened by the California secretary of state. The panel had a full spectrum of participants, from professional lobbyists and treasurers of some of the state's largest political campaigns to the executive director of California Common Cause (Ruth Holton, *comcause@net com.netcom.com*) and of the California Voter Foundation (Kim Alexander, *kimalex@ netcom.com*), to lil' ol' me. The panel began with a 28-page generic proposal I had written in December 1993 about how low-cost filings and online access could be implemented, and I am satisfied with the final recommendations of the panel and its reflection in AB 2546 (so far).

McPherson is principal co-author of Speier's AB 2546, and his own AB 1026 might only be necessary if AB 2546 runs into trouble. McPherson used to be the publisher of the *Santa Cruz Sentinel* and has a good track record of supporting open records and public-access legislation.

Delightfully, Republican McPherson (in the Republican-controlled Assembly) and Democrat Speier have apparently set aside partisan idiocy and are working together to make sure that a strong implementation of the Advisory Panel's recommendations is enacted—*this* year.

McPherson has a home page and email address *(www.assembly.ca.gov/district/a27 ; bruce.a.mcpherson@assembly.ca.gov).*

Due to the Republican takeover of the Assembly, Speier's staff has been radically reduced, perhaps to the level that Republican legislators had during the decades of Democratic control, however, she does have one staffer covering her email *(jackie.speier@assem bly.ca.gov).*

At press time, there was only one letter of opposition from Statecraft, which peddles proprietary campaign-filing software, but there is also some behind-the-scenes opposition—probably bipartisan—from unnamed sources that are dredging up idiotic demons about how vile computer crackers could somehow use campaign disclosures to steal from the contributors. (Really, it's true. It's embarrassing how technologically naive some legislators are.)

So, as usual, if you want online access to public campaign finance disclosures, fax and call your Assembly and state Senate members and tell 'em you want to know if they support or oppose AB 2546—before you vote, next November.

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Fantasies *continued...*

Rip-off Efforts Continue

On the downside of government arrogance, a dozen or so of California's fifty-eight counties are desperately trying to weasel legislation through Sacramento that will demolish the long-established principles of the California Public Records Act (CPRA). For decades the CPRA has required that in-office review of public records be free and copies be available for no more than the incremental cost of copying.

Now, some counties, led by Santa Clara and Los Angeles, have invented the idea that *modern* [digital] copies of already computerized public records are somehow "enhanced," and even though it costs much less to copy and distribute them, this should be an excuse for gouging maximum market-rate profits out of the minority of the public who can and will afford to buy access to high-profit government records.

The situation is that government is a monopoly; it collects information at tax-payers expense, by force of law and under threat of prison; computerizes it at tax-payers' expense for internal use and (hopefully) improved functionality; and often *requires* that citizens access and use the information. And now some of these public rip-off artists want to use their monopoly position to reap income far in excess of what it costs to provide public access.

Sez they, if you want the at-cost access long-required by the CPRA, you're a second-class peasant who must drive down to the distant government offices, fight the other peons for a parking place, wait in long lines, grovel before a counter clerk once he or she returns from coffee break, paw through misfiled and incomplete paper files, pay the per-page paper copying costs, and pay the parking ticket that resulted from this infuriating experience taking much longer than it needed to take.

On the other hand, those who are willing to buy their government can get first-class access twenty-four hours a day, seven days a week, online from their home or office, as long as they pay the market-rate ransom to the monopolizing agency.

This CPRA demolition had been authorized by the legislature under the guise of being for other purposes, but the authorization sunsets at the end of this year. Willard Murray (D-Paramount) obediently authored AB 185 to permanently allow the rip-off, but public-access advocates killed it off (barely), earlier this year.

As of this writing, another supporter of unequal, inequitable government for those who buy it—Sal Cannella (D-Ceres)—converted AB 29, which had nothing to do with public-records access, to again authorize a caste system for public records: modern access in useful form for the wealthy, and to hell with the rest of us (including libraries, schools, community groups, researchers, and—least important of all—mere tax-paying citizens).

If you care about *modern* access to your state and local government, *without* paying ransom-level profits to the bureaucrats who've already taken your taxes, ask your Assembly and state Senate representatives to *honor* the principles of the Public Records Act by asking for their commitment to *support*, rather than destroy, equal access for all rather than high-profit access for the few.

As someone said several centuries ago, no [wo]man's freedom is safe while the legislature sits. ■

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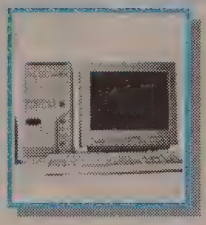

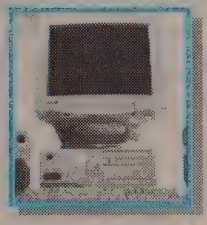

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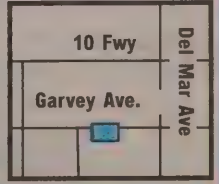

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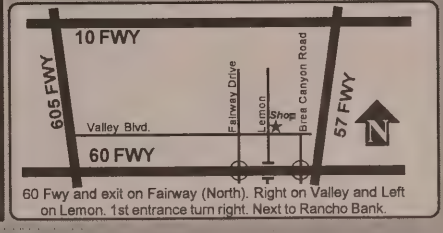

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NOTE: PRICES OF PARTS / COMPONENTS ARE BASED ON A MINIMUM ORDER OF $300 OR QUANTITY 10+.

Guest Editorial continued from page 44

Many companies overlap onto different layers on more than one sector. But most companies generally have their core business on one or two layers in one sector only.

The OSI model specifies that each layer only deals with the layers immediately above and below it. Similarly, companies will do business primarily with other companies on the layers immediately above and below them. For example, recently we have seen many failed partnerships between cable or telephone companies and computer software and hardware companies. They are a world apart, as the OSI model shows. The best partnerships will be between companies occupying neighboring layers.

Also, complications in developing and deploying networks and network-based products are directly proportional to the number of layers involved. Conversely, the fewer the layers involved, the simpler and more reliable the networking technology segment.

The network breaks from the bottom up. A broken physical layer breaks all layers above it. A broken application layer generally leaves the layers below it undisturbed. Today, the most reliable layers are generally the lowest layers.

The more layers involved, the more flexibility available in the technology. For example, Morse code operated at the first layer only, and telephone technology deals only with the first and second layers. Both afford little room for innovation compared to the seven-layer full Internet connection.

Because Internet technology is so versatile, it will be hard to fit the industry into a "commodity" description. While one or more layers may become commodity businesses, there is so much flexibility in the implementation of multiple layers, it will be a long time, if ever, before the entire industry commoditizes.

Summary

The Internet has the potential to become the greatest communications medium in history. It will take thousands of developers at hundreds of companies to provide the innovations necessary for the Internet to achieve this potential. Whether or not these companies become a financial success depends largely on their anticipation of the market's coming segmentation.

Many companies will not foresee this segmentation and will fail to position themselves to occupy a layer, or segment, of the industry. Or they may pursue a segment but fail to understand its relationship with the layers immediately above and below. Most telephone and cable partnerships with consumer software and hardware companies were doomed from the start because of their displacement in the context of network layers. Recent examples of such disasters were AT&T's foray into computer hardware and online services, USWest's interactive video services, and MCI's consumer Internet service.

Companies that do understand and embrace the natural segmentation of the marketplace will be able to make wise decisions about partners and competitors. By anticipating changes in the market, these companies will be principal contributors to the Internet of the future. ■

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Inner City Computer Society continued from page 199

California sparked further investigation. "After eighteen years in the defense industry, I was laid off. So I took my hobby and turned it into a career," he says. "I knew this was something to take on if I was going to be successful in the 21st century. I wanted to show the community you can land on your feet if you use the information systems."

He points to Laurence Rozier as a source of inspiration. "He started the first national online service back in 1981, the National Black Computer Network," explains Jones. "He set a precedent for us to follow. If you really get behind the scene, there's a lot of African Americans involved in the development and growth of the net." He likens computer literacy to getting caught on a railroad track. "The train's coming, you either get out of the way or you jump on it. We're driving that train."

Jones met Liggins through a mutual friend about a year ago, and their business relationship blossomed. Jones praises ICCS for its attention to economic development in the community. "The organization is focused on bringing people of like mind together to promote current and future technology to enhance commerce in the inner city. I've networked with several other organizations through ICCS."

Raven Rutherford is a forty-two-year-old widow with five children. She is also a non-stop blur of energy and ideas. She puts in sixteen-hour days at her Los Angeles shop, Black Bird Pies & Deli. She runs a catering business. And she still finds time to log on to the net daily through her account on the ICCS bulletin board. She has a Web site for her business at *http://www.scbbs.com/~blkbird*, where viewers can click on a graphic of a pie and see a flock of winged computers fly out.

Her Web site is not just a playpen, though. People can actually purchase her baked goods there. At present, sales are limited to the local area, with either same-day or next-day delivery available. She is in negotiations via email with a firm in Japan that wants to place bulk orders for her peach pies. The company is eager to seal the deal, but Rutherford is working to find a means of shipping that will ensure both speed of delivery and an intact product. This is no simple task.

"We're coming along," she said in her melodious English accent. "They're waiting on me to get geared up for production. Developing the shipping, setting up the Web site, and generating revenue to do all these things, sometimes the twain don't meet easily."

She has plans to expand her Web site further, also. "I have a couple friends who own restaurants, and they've agreed to advertise on my Web page. I'm also working on setting up a 'Cooking with Raven' show on my page so people can watch a video of me creating simple-to-make meals."

Though Rutherford was not unfamiliar with computers, her interest in them skyrocketed when she became a member of ICCS. She is reorganizing her shop to accommodate a small bank of computers with net access so customers can log on while munching on apple cobbler. Her enthusiasm for what ICCS has taught her is boundless. "ICCS has been tremendous in terms of the technical support it offers," she raves. "James has been a really big supporter; he's watched me get my legs."

She acknowledges that what with struggling to get her cyberpie business fully operational, she has been stretched financially, and added that she is deeply appreciative of the technical support she has received from ICCS. She has even worked out a trade agreement. "At my beckon, they pretty much come to my aid. I promise them a pie here and there, or bake them a cake."

ICCS Web site is at *http://www.scbbs.com/~iccs* . The email address is *sniggil@mhs.scbbs.com* . ■

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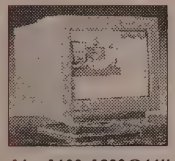

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Intel Zappa 90 256K	$235
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SPEED STAR 64 PCI	145
STEALTH 24 VLB/ISAw/1MB	155
STEALTH 32 PCI 1MB	99

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Online Guide

Web Page Listings *continued from page 126*

http://www.learningtree.com/ Learning Tree International's guide to over 100 information technology courses. [Exp. #151.]

New Mexico RETA Fiestas *http://www.ghs.gmcs.k12.nm.us/reta.html* New Mexico Regional Educational Technology Riestas is co-sponsored by Los Alamos Labs and the New Mexico State Dept. of Education. [Exp. #151.]

PEP: Resources For Parents, Educators, And Publishers *http://www.microweb.com/pepsite.* Large repository of information on the childrens software industry. [Exp. #152.]

RESULTS Recruiting *http://www.resultsr.com/* An employer-paid Search Firm with a focus on Electronic Design and Automation. [Exp. #151.]

Sources Pay and Benefits Surveys *http://users.aol.com/mding.survdesc.html* Information on available directory of 870 employee pay and benefits survey. Useful to employment counselors, business owners, and business managers. [Exp. #151.]

StudentCenter *http://www.StudentCenter.com/* A free online magazine and research tool for the post-graduate job search. [Exp. #150.]

Tech Search Jobsight *http://www.jobsight.com/* Jobsight features hundreds of searchable Bay Area jobs with the hottest companies, cool graphics, and an easy online application center. [Exp. #150.]

ORGANIZATIONS/ PUBLICATIONS

2600 Magazine *http://www.2600.com/* A publication put out by computer hackers since 1984. Web site features information about the US Secret Service, its offices, and practices. [Exp. #151.]

Adoption Help *http://www.adoptionhelp.org/nfediac/* Help for prospective adopting parents and birth parents from nation-wide, licensed adoption agency. [Exp. #151.]

American Yo-Yo Association *http://www.pd.net/yoyo/* Pages on upcoming events, results of past events, yo-yo tips, links, and linfo on the AYYA. [Exp. #151.]

Animation Nerd's Paradise *http://www.loop.com/~mhass703/* A place for grown-up fans of animation. An online animation magazine with news, reviews, articles, commentary, and an animation art gallery. [Exp. #151.]

Association For The Electrically And VDT Injured *http://www.isy.liu.se/~tegen/febost.html* Information for persons who suffer from environmental illness related to exposure of electromagnetic fields. [Exp. #150.]

Baha'i Community of San Jose *http://www.bci.org/sjca* [Exp. #152.]

Bay Area Association of Entrepreneurial Software Engineers *http://www.ipser.com/baaese/* An association of computer software professionals who share an active interest in computer software business ventures. [Exp. #150.]

Black Enterprise Magazine *http://www.blackenterprise.com/* Black Enterprise Magazine has been the premier business-service publication targeting African American entrepreneurs, corporate executives, professionals, and decision-makers since 1970. [Exp. #151.]

Book Biz *http://www.pazbookbiz.com* Fifteen pages of information, including "How to Open and Manage a Bookstore" plus links to other resources of booksellers and publishers. [Exp. #152.]

Business Reserach Publications *http://brp.com/* A leading information provider in the areas of telecommunications, multimedia, messaging, wireless technology, and electric utilities. [Exp. #151.]

CaliforniaNet Japan *http://www.meshnet.or.jp/CalNet/* A place to provide information about California and US to a Japanese audience—both in Japan and living in the US—using their native language. [Exp. #150.]

Candlelight Stories *http://users.aol.com/cimal/candlelight/candle.htm* Publishes original illustrated children's stories. Received the Family Channel's Seal of Quality in USA Today. [Exp. #151.]

Chaffey High School *http://www.primenet.com/~blitzw/chaffey.html* Information on Chaffey High School in Ontario, CA. [Exp. #151.]

Charities Web Pages *http://ccsj.org/* Enhancing the quality of life for all members of the community, especially the poor. [Exp. #152.]

Church of Scientology International *http://www.dianetics.org* [Exp. #152.]

City Of San Carlos *http://www.ci.san-carlos.ca.us/* [Exp. #152.]

The Coalition For Human Dignity Information Center *http://www.halcyon.com/burghart/chd.html* Dedicated to strengthening democracy and defending human rights and increasing the ability of communities to effectively respond to the threat of organized racism, anti-Semitism, homophobia, and sexism. [Exp. #150.]

Cocktail Magazine *http://www.cocktail.com/* Lively mix of destination reports and drink recipes commerates Spring in Cocktail Magazine. [Exp. #151.]

Community Networking '96 Conference *http://laplaza.taos.nm.us/comnet96.html* May 14-17 in Taos, New Mexico [Exp. #150.]

DKA Sexual Assualt and Child Abuse Information *http://www.northcoast.com/~dka* Balanced information and opinions about physical, sexual abuse, child neglect, and sexual assault supported by research. [Exp. #150.]

Friends of Ahmanson Ranch *http://www.loop.com/~stopahmanson/index.html* Coalition of concerned citizens opposed to Home Savings' proposed Ahmanson Ranch development in the West San Fernando Valley. [Exp. #152.]

FSLN Information Home Page *http://spin.com.mx/~hvelarde/Nicaragua/FSLN/* Fine information on the FSLN's events, the primaries, its Political Platform (when ready), historical documents, and the electoral process in 1966. [Exp. #151.]

GTO—Generator 21 Online *http://www.well.com/~buttrfly/* GTO is the e-zine version of G-21, a journal of satire and commentary which I have published for six years. It offers a heavy emphasis on social satire. [Exp. #152.]

MacOutlaw *http://users.lanminds.com/~mstarno/* The slightly subversive cyber-journal of personal and intellectual freedom. [Exp. #151.]

National Center For Employee Ownership *http://www.nceo.org/* Information about employee stock ownership plans (ESOPs) and other forms of employee ownership. [Exp. #150.]

PRAXIS *http://caster.ssw.upenn.edu/~restes/praxis.html* PRAXIS consists of both original documents and pointers to resources related to social and economic development. [Exp. #150.]

The Probe *http://www.theprobe.com/* Business to business network publication. Great offers on products and services. [Exp. #151.]

Sacramento Newsletter *http://www.sacramentonews.com* Visit River City via Sacramento Newsletter. [Exp. #152.]

San Gabriel Valley Chiropractic Society *http://www.earthlink.net/~bacdoc/sgvcs.htm* Information about the San Gabriel Valley branch of the California Chiropractic Association with email lists of members. [Exp. #150.]

San Jose Junior Chamber of Commerce *http://www.sjjc.org/index.html* A nonprofit, nonpartisan leadership training through community service organization for young adults between 21-39. [Exp. #151.]

Second Pair of Eyes *http://home.earthlink.net/~hensonsa/index.html* A reading service specializing in the constructive criticism of unpublished novels, articles, and academic papers. [Exp. #152.]

Sequoia High School Alumni Association Online *http://www.belmont.gov/orgs/alumni/* Alumni information for three SF Peninsula high schools: Sequoia, San Carlos, and Ravenswood. [Exp. #151.]

SMUG (Stanford/Palo Alto Macintosh User Group) *http://www.mediacity.com/smug/smug.html* Information on meeting times, location, and events. [Exp. #150.]

Sources *http://www.dso.com/sources/* Sources is an e-journal for the intelligence community—espionage, hacking, counterespionage, spys, international banking. [Exp. #150.]

Southeastern Information Depot *http://www.sid.net* A nonprofit corp. SID is a directory that provides links to over 3,500 Southeastern Web sites. [Exp. #150.]

Stanford/Palo Alto Users Group For PC *http://www.media.city.com/~spaug/* Information on meeting times, location, and events. [Exp. #150.]

Stone Bridge Press *http://www.stonebridge.com* Books and software in English about Japan. Business, manga, language, culture, travel, and philisophy. [Exp. #152.]

Tocqueville Connection *http://www.AdeTocqueville.com/* A Free, weekly online magazine. Indispensable reading for anyone interested in France and the new Europe it is helping to build. [Exp. #150.]

Tokyo PC Users Group *http://shrine.cyber.ad.jp/~jwt/tpc.html* Tokyo's largest PC club. Online newsletter and Web BBS. [Exp. #152.]

WebCube.com *http://www.webcube.com/* Designed to provide independent publishers and small presses exposure for their work on the Internet at a very reasonable cost. It currently has over 350 publishers online. [Exp. #150.]

Windows OnLine *http://www.cris.com/wol/* Home of Windows OnLine (BBS), which publishes the WinOnLine Review (online magazine)—commercial and shareware reviews. [Exp. #151.]

ODDS & ENDS

Center For Future Consciousness *http://www.earthlink.net/~futurecom/* A new look at contemporary concepts in light of ancient wisdom. Metaphysical articles of interest. [Exp. #152.]

Cincinnati Zoo And Botanical Garden *http://www.cincyzoo.org* Provides teachers and students with information on conservation issues and lesson material designed to foster science education. [Exp. #150.]

Clinton Budget Proposal for 1997 *http://www.doc.gov/BudgetFY97/index.html* The Internet site offers the same budget information as the printed version, available from the Government Printing Office for $1.75. Updates as supplemental data becomes available. [Exp. #150.]

CyberKorea *http://www.cyberkorea.com* Korean Web directory and information, Korean lessons, shopping center, ads, and announcements. [Exp. #152.]

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continued on page 239

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486DX4	**100MHz**	**$519**
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486DX4-100MHz 256K Cache PCI/VLB	$229
486DX4-133MHz VLB 256K Cache	$229
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486DX2-66MHz VLB W/B Cache	$169

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Acer 6X Speed CD-ROM IDE	$99	Pioneer 4X Speed 6 Disc CD-ROM Changer	$459
Acer 8X CD-ROM w/16bit S22 Sound Board	$179	CDJ 7004 4X Speed 7 Disc CD-ROM Jukebox	$339
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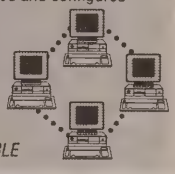

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2.0GB IDE (10ms) Maxtor	**$299**
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Intel (Triton) P5-PCI Write-Back C. 100MHz CPU 8x30Pin & 4x72Pin, EIDE w/I/O	**$359**
Intel (Triton) P5-PCI Write-Back C. 100MHz CPU	**$299**
Intel (Triton) P5-PCI Write-Back C. 75MHz CPU	**$229**
Intel Endeavor P5-PCI 256K C. 100MHz CPU	**$419**
Intel Zappa P5-PCI/ISA 256K C. 100MHz CPU	**$389**
Intel Zappa P5-PCI/ISA 256K C. 75MHz CPU	**$319**
586DX-120MHz Green PC 256K Cache VLB	**$199**
Green PC VLB 486DX4-133MHz W/B Cache w/CPU	**$169**
Green PC VLB 486DX4-100MHz 256K Cache w/CPU	**$139**
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Vega Green PC VLB 486DX4-100MHz 256K C.	**$199**
Vega Green PC VLB 486DX2-66MHz 256K C.	**$169**
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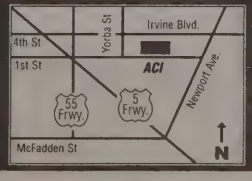

ACI's commitment to YOU provides a full 1 YEAR WARRANTY on all LABOR and PARTS, 72 Hours BURN-IN TIME, and QUICK DELIVERY with UPGRADES AVAILABLE!

MasterCard VISA

Quality Systems from CNC ...

Vantage Basic

Pentium 133	$1697
Pentium 166	$1914
Pentium 200	$2107

- Intel Triton II Chipset
- 512k Pipeline Burst External Cache
- Socket 7 with VRM Module
- AMI Flash BIOS Plug and Play Support
- Universal Serial Bus (USB)
- Mid Tower Case, 300W FCC / UL
- 16MB 60ns EDO RAM expandable to 768MB
- NEC 1.44" 3.5" Diskette Drive
- Seagate Medalist 1.2GB 10.5ms Fast ATA-2 Drive
  Western Digital 1.2GB 10ms Fast ATA-2 Drive
- Toshiba Six-Speed CD-ROM Drive
- Creative Lab Vibra 16 Sound Card
- Yamaha M15 Speaker System
- Matrox Millennium 2MB WRAM Video Card
- 1 Parallel Port (EPP, ECP Port)
- 2 Serial Port 16550 Fast 16550
- 4 x PCI Bus, 4 x ISA Bus Slots
- Microsoft 104-key Natural Keyboard
- Microsoft Windows 95
- Microsoft Mouse 2.0
- One Year Full Parts & Labor Warranty

Vantage Power

Pentium 133	$1809
Pentium 166	$2027
Pentium 200	$2219

- Intel Triton II Chipset
- 512k Pipeline Burst External Cache
- Socket 7 with VRM Module
- AMI Flash BIOS Plug and Play Support
- Universal Serial Bus (USB)
- Tower Case, 300W FCC / UL
- 32MB 60ns EDO RAM expandable to 768MB
- NEC 1.44" 3.5" Diskette Drive
- Seagate Medalist 1.6GB 10.5ms Fast ATA-2 Drive
  Western Digital 1.6GB 9ms Fast ATA-2 Drive
- Toshiba Six-Speed CD-ROM Drive
- Creative Lab Sound Blaster 32 Pack
- Yamaha M15 Speaker System
- Matrox Millennium 2MB WRAM Video Card
- 1 Parallel Port (EPP, ECP Port)
- 2 Serial Port 16550 Fast UART
- 4 x PCI Bus, 4 x ISA Bus Slots
- Microsoft 104-key Natural Keyboard
- Microsoft Windows 95
- Microsoft Mouse 2.0
- One Year Full Parts & Labor Warranty

Vantage Power Plus

Pentium 100	$2350
Pentium 133	$2567
Pentium 200	$2760

- Intel Triton II Chipset
- 512k Pipeline Burst External Cache
- Socket 7 with VRM Module
- AMI Flash BIOS Plug and Play Support
- Universal Serial Bus (USB)
- Tower Case, 300W FCC / UL
- 32MB 60ns EDO RAM expandable to 768MB
- NEC 1.44" 3.5" Diskette Drive
- Seagate Medalist 2GB 10.5ms Fast ATA-2 Drive
  Western Digital 2GB 11ms Fast ATA-2 Drive
- Toshiba Six-Speed CD-ROM Drive
- Creative Lab Sound Blaster AWE 32 Pack
- Yamaha M15 Speaker System
- Matrox Millennium 4MB WRAM Video Card
- 1 Parallel Port (EPP, ECP Port)
- 2 Serial Port 16550 Fast UART
- 4 x PCI Bus, 4 x ISA Bus Slots
- Microsoft 104-key Natural Keyboard
- Microsoft Windows 95
- Microsoft Mouse 2.0
- One Year Full Parts & Labor Warranty

Vantage NT Basic

Pentium 133	$2318
Pentium 166	$2535
Pentium 200	$2727

- Intel Triton II Chipset
- 512k Pipeline Burst External Cache
- Socket 7 with VRM Module
- AMI Flash BIOS Plug and Play Support
- Universal Serial Bus (USB)
- Tower Case, 300W FCC / UL
- 32MB 60ns EDO RAM expandable to 768MB
- NEC 1.44" 3.5" Diskette Drive
- Seagate Medalist 2GB 10.5ms Fast ATA-2 Drive
  Western Digital 2GB 11ms Fast ATA-2 Drive
- Toshiba Six-Speed CD-ROM Drive
- Creative Lab Sound Blaster AWE 32 Pack
- Yamaha M15 Speaker System
- Matrox Millennium 2MB WRAM Video Card
- 1 Parallel Port (EPP, ECP Port)
- 2 Serial Port 16550 Fast UART
- 4 x PCI Bus, 4 x ISA Bus Slots
- Microsoft 104-key Natural Keyboard
- Microsoft Windows NT V3.51 Workstation
- Microsoft Mouse 2.0
- One Year Full Parts & Labor Warranty

Vantage NT Power

Pentium 133	$3249
Pentium 166	$3466
Pentium 200	$3658

- Intel Triton II Chipset
- 512k Pipeline Burst External Cache
- Socket 7 with VRM Module
- AMI Flash BIOS Plug and Play Support
- Universal Serial Bus (USB)
- Tower Case, 300W FCC / UL
- 32MB 60ns EDO RAM expandable to 768MB
- NEC 1.44" 3.5" Diskette Drive
- Adaptec 2940UW Ultra Wide SCSI-2 Controller
- Seagate Barracuda 2GB 8ms Wide SCSI Disk
  Quantum Atlas 2GB 8ms Wide SCSI Disk
- Toshiba Six-Speed SCSI CD-ROM Drive
  Plextor Six-Speed SCSI CD-ROM Drive
- Creative Lab Sound Blaster AWE 32 Pack
- Yamaha M15 Speaker System
- Matrox Millennium 4MB WRAM Video Card
- 1 Parallel Port (EPP, ECP Port)
- 2 Serial Port 16550 Fast UART
- 4 x PCI Bus, 4 x ISA Bus Slots
- Microsoft 104-key Natural Keyboard
- Microsoft Windows NT V3.51 Workstation
- Microsoft Mouse 2.0
- One Year Full Parts & Labor Warranty

Vantage NT Power Plus

Pentium 133	$4030
Pentium 166	$4247
Pentium 200	$4439

- Intel Triton II Chipset
- 512k Pipeline Burst External Cache
- Socket 7 with VRM Module
- AMI Flash BIOS Plug and Play Support
- Universal Serial Bus (USB)
- Tower Case, 300W FCC / UL
- 64MB 60ns EDO RAM expandable to 768MB
- NEC 1.44" 3.5" Diskette Drive
- Adaptec 2940UW Ultra Wide SCSI-2 Controller
- Seagate Barracuda 4GB 8ms Wide SCSI Disk
  Quantum Atlas 4GB 8ms Wide SCSI Disk
- Toshiba Six-Speed SCSI CD-ROM Drive
  Plextor Six-Speed SCSI CD-ROM Drive
- Creative Lab Sound Blaster AWE 32 Pack
- Yamaha M15 Speaker System
- Matrox Millennium 4MB WRAM Video Card
- 1 Parallel Port (EPP, ECP Port)
- 2 Serial Port 16550 Fast UART
- 4 x PCI Bus, 4 x ISA Bus Slots
- Microsoft 104-key Natural Keyboard
- Microsoft Windows NT V3.51 Workstation
- Microsoft Mouse 2.0
- One Year Full Parts & Labor Warranty

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Quality Systems from CNC ...

Vantage NT Basic Pro

Pentium Pro 166	$3385
Pentium Pro 180	$3460
Pentium Pro 200	$3573

- Intel Orion Chipset
- Single Socket 8
- AMI Flash BIOS,Plug and Play Support
- Tower Case, 300W FCC / UL
- 32MB 60ns Parity RAM expandable to 512MB
- NEC 1.44" 3.5" Diskette Drive
- Seagate Medalist 2GB 10.5ms Fast ATA-2 Drive
  Western Digital 2GB 11ms Fast ATA-2 Drive
- Toshiba Six-Speed CD-ROM Drive
- Creative Lab Sound Blaster AWE 32 Pack
- Yamaha M15 Speaker System
- Matrox Millennium 2MB WRAM Video Card
- 1 Parallel Port (EPP, ECP Port)
- 2 Serial Port 16550 Fast UART
- 4 x PCI Bus, 3 x ISA Bus Slots
- Microsoft 104-key Natural Keyboard
- Microsoft Windows NT V3.51 Workstation
- Microsoft Mouse 2.0
- One Year Full Parts & Labor Warranty

Vantage NT Power Pro

Pentium Pro 166	$4316
Pentium Pro 180	$4391
Pentium Pro 200	$4504

- Intel Orion Chipset
- Single Socket 8
- AMI Flash BIOS Plug and Play Support
- Tower Case, 300W FCC / UL
- 32MB 60ns Parity RAM expandable to 512MB
- NEC 1.44" 3.5" Diskette Drive
- Adaptec 2940UW Ultra Wide SCSI-2 Controller
- Seagate Barracuda 2GB 8ms Wide SCSI Disk
  Quantum Atlas 2GB 8ms Wide SCSI Disk
- Toshiba Six-Speed SCSI CD-ROM Drive
  Plextor Six-Speed SCSI CD-ROM Drive
- Creative Lab Sound Blaster AWE 32 Pack
- Yamaha M15 Speaker System
- Matrox Millennium 2MB WRAM Video Card
- 1 Parallel Port (EPP, ECP Port)
- 2 Serial Port 16550 Fast UART
- 4 x PCI Bus, 3 x ISA Bus Slots
- Microsoft 104-key Natural Keyboard
- Microsoft Windows NT V3.51 Workstation
- Microsoft Mouse 2.0
- One Year Full Parts & Labor Warranty

Vantage NT Power Plus Pro

Pentium Pro 166	$5204
Pentium Pro 180	$5279
Pentium Pro 200	$5392

- Intel Orion Chipset
- Single Socket 8
- AMI Flash BIOS Plug and Play Support
- Tower Case, 300W FCC / UL
- 64MB 60ns Parity RAM expandable to 512MB
- NEC 1.44" 3.5" Diskette Drive
- Adaptec 2940UW Ultra Wide SCSI-2 Controller
- Seagate Barracuda 4GB 8ms Wide SCSI Disk
  Quantum Atlas 4GB 8ms Wide SCSI Disk
- Toshiba Six-Speed SCSI CD-ROM Drive
  Plextor Six-Speed SCSI CD-ROM Drive
- Creative Lab Sound Blaster AWE 32 Pack
- Yamaha M15 Speaker System
- Matrox Millennium 4MB WRAM Video Card
- 1 Parallel Port (EPP, ECP Port)
- 2 Serial Port 16550 Fast UART
- 4 x PCI Bus, 3 x ISA Bus Slots
- Microsoft 104-key Natural Keyboard
- Microsoft Windows NT V3.51 Workstation
- Microsoft Mouse 2.0
- One Year Full Parts & Labor Warranty

Vantage NT Dual Basic Pro

Pentium Pro 160	$3428
Pentium Pro 180	$3503
Pentium Pro 200	$3616

- Intel Orion Chipset
- Dual Socket 8 , Single Pentium Pro
- AMI Flash BIOS Plug and Play Support
- Tower Case, 300W FCC / UL
- 32MB 60ns Parity RAM expandable to 1GB
- NEC 1.44" 3.5" Diskette Drive
- Seagate Medalist 2GB 10.5ms Fast ATA-2 Drive
  Western Digital 2GB 11ms Fast ATA-2 Drive
- Toshiba Six-Speed SCSI CD-ROM Drive
  Plextor Six-Speed SCSI CD-ROM Drive
- Matrox Millennium 2MB WRAM Video Card
- 1 Parallel Port (EPP, ECP Port)
- 2 Serial Port 16550 Fast UART
- 4 x PCI Bus, 4 x ISA Bus Slots
- Microsoft 104-key Natural Keyboard
- Microsoft Windows NT V3.51 Workstation
- Microsoft Mouse 2.0
- One Year Full Parts & Labor Warranty

Vantage NT Dual Power Pro

Pentium Pro 160	$4338
Pentium Pro 180	$4413
Pentium Pro 200	$4525

- Intel Orion Chipset
- Dual Socket 8 , Single Pentium Pro
- AMI Flash BIOS Plug and Play Support
- Tower Case, 300W FCC / UL
- 32MB 60ns Parity RAM expandable to 1GB
- NEC 1.44" 3.5" Diskette Drive
- Adaptec 2940UW Ultra Wide SCSI-2 Controller
- Seagate Barracuda 2GB 8ms Wide SCSI Disk
  Quantum Atlas 2GB 8ms Wide SCSI Disk
- Toshiba Six-Speed SCSI CD-ROM Drive
  Plextor Six-Speed SCSI CD-ROM Drive
- Matrox Millennium 4MB WRAM Video Card
- 1 Parallel Port (EPP, ECP Port)
- 2 Serial Port 16550 Fast UART
- 4 x PCI Bus, 4 x ISA Bus Slots
- Microsoft 104-key Natural Keyboard
- Microsoft Windows NT V3.51 Workstation
- Microsoft Mouse 2.0
- One Year Full Parts & Labor Warranty

Vantage Alpha Power

Alpha 21164- 266	$7873
Alpha 21164- 300	$7995
Alpha 21164- 333	$12942

- 2MB External Cache
- Tower Case, 300W FCC / UL
- 32MB 60ns Parity RAM expandable to 512MB
- NEC 1.44" 3.5" Diskette Drive
- Adaptec 2940UW Ultra Wide SCSI-2 Controller
- Seagate Barracuda 2GB 8ms Wide SCSI Disk
  Quantum Atlas 4GB 8ms Wide SCSI Disk
- Toshiba Six-Speed SCSI CD-ROM Drive
  Plextor Six-Speed SCSI CD-ROM Drive
- Matrox Millennium 4MB WRAM Video Card
- 1 Parallel Port (EPP, ECP Port)
- 2 Serial Port 16550 Fast UART
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- Microsoft 104-key Natural Keyboard
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Monitor

MAG

1595	15"	.28	1280x1024	$325
1795	17"	.26	1280x1024	$629
MXP-17	17"	.26	1280x1024	$819

Nanao

F2.21	21"	.28	1600 x 1200	$1849
FX2.21	21"	.26	1600 x 1200	$2759
T2.17TS	17"	.25	1600 x 1200	$1060
T2.17	17"	.25	1600 x 1200	$1098
T2.20	20"	.30	1600 x 1200	$1979

Mitsubishi

17HX	17"	.26	1280x1024	$845
20H	20"	.28	1280x1024	$1650
17TX	17"	.25	1280x1024	$1080
21TX	21"	.30	1600x1200	$1875

Video Card

Omnicomp

3Demon	$Call

AccelGraphic

AG300	$Call
AG500	$Call

Diamond

Stealth 64 Video	64-bit 2MB VRAM	$235
Stealth 64 Video	64-bit 4MB VRAM	$395

Digital Processing Systems

Perception PVR	$Call

Matrox

Millennium	64-bit 2MB WRAM	$289
Millennium	64-bit 4MB WRAM	$415

Number Nine

Imagine 128	128-bit 4MB VRAM	$Call

Miro

Video DC1 Plus	$399
Video DC20	$820

Sound Card

Creative Lab

Sound Blaster 32	$139
Sound Blaster AWE32	$215

Turtle Beach

Tropez Plus	$215

Removable Storage

Iomega

Jaz	$475

Syquest

EZ 135	$225

Optical Drive

Panasonic

Power Drive 2	Optical & 4x CD	$460
LF-7304A	1.5GB Internal	$1999

Pinnacle Micro

Vertex	2.6GB Optical	$Call

CD-Recorder

Hewlett-Packard

SureStore CD-Writer	$945

Pinnacle Micro

5040	$940

Yamaha

CD-100	$2490

CD-ROM

NEC

MultiSpin 4XC	Quad 7 Disk Changer	$315
MultiSpin 4X4	Quad 4 Disk Changer	$289
MultiSpin 6Xi	Six-Speed SCSI	$319

Pioneer

DRM624X	Quad 6 Disk Changer	$315

Pinnacle Micro

10Xtreme	Ten-Speed SCSI	$299

Plextor

63CS	Six-Speed SCSI	$285

Toshiba

5402	Quad-Speed ATAPI	$69
5522	SixSpeed ATAPI	$99
3701	Six-Speed SCSI	$229

Hard Disk - IDE

Quantum

Fireball Range

FB1080	1.08GB	Fast ATA-2	12ms	$196
FB1200	1.2GB	Fast ATA-2	12ms	$209
FB1700	1.7GB	Fast ATA-2	12ms	$249
FB2500	2.5GB	Fast ATA-2	12ms	$345

Seagate

Medalist Range

ST51270A	1.27GB	Fast ATA-2	10.5ms	$199
ST31640A	1.6GB	Fast ATA-2	10.5ms	$249
ST32140A	2.1GB	Fast ATA-2	10.5ms	$289

Western Digital

AC21200	1.2GB	Fast ATA-2	10.5ms	$199
AC31600	1.6GB	Fast ATA-2	9ms	$249
AC32100	2GB	Fast ATA-2	11ms	$289
AC32500	2.5GB	Fast ATA-2	11ms	$365

Hard Disk - SCSI & Wide

Quantum

Atlas Range

XP32150	2.1GB	Fast SCSI	8ms	$680
XP34300	4.3GB	Fast SCSI	8ms	$990
XP32150	2.1GB	Wide SCSI	8ms	$695
XP34300	4.3GB	Wide SCSI	8ms	$1020

Seagate

Hawk Range

ST32430N	2.1GB	Fast SCSI	9ms	$550
ST32430W	2.1GB	Wide SCSI	9ms	$Call

Barracuda Range

ST32550W	2.1GB	Wide SCSI	8ms	$695
ST15150W	4.2GB	Wide SCSI	8ms	$1020
ST19171W	9.1GB	Wide SCSI	8ms	$New

Hard Disk - Ultra SCSI & Wide

Atlas Range II

XP34361	2.1GB	Ultra SCSI	7.9ms	$New
XP39100	4.3GB	Ultra SCSI	7.9ms	$New
XP34361	2.1GB	Wide Ultra SCSI	7.9ms	$New
XP39100	4.3GB	Wide Ultra SCSI	7.9ms	$New

Seagate

ST31055N	1GB	Ultra SCSI	9ms	$380
ST32155N	2GB	Ultra SCSI	9ms	$650
ST34371N	4.3GB	Ultra SCSI	8ms	$New
ST19171N	9.1GB	Ultra SCSI	8ms	$New
ST34371W	4.3GB	Wide Ultra SCSI	8ms	$New
ST19171W	9.1GB	Wide Ultra SCSI	8ms	$New
ST19171FC	9.1GB	Fibre Channel	8ms	$New

Printer

Epson

Stylus Pro XL	$1650

Tape Backup

Colorado

Jumbo 350	350MB internal QIC	$149
Travan T1000	400/800MB internal	$159

Exabyte

4200	2GB SCSI DAT	$849
8500XL	7/14GB SCSI	$1899

Hewlett-Packard

35480A	4/8GB SCSI DAT	$739
C1533	8/16GB SCSI DAT	$1055

WangDAT

3200	2GB SCSI DAT	$869
3400	8/16GB SCSI DAT	$1069

Controller Card

Adaptec

AHA-2940UW	32-bit PCI Ultra Wide SCSI	$225
AHA-2940UW	32-bit PCI Ultra Wide SCSI Kit	$275
AHA-3940W	32-bit PCI WideSCSI MultiChan	$340
AHA-3985W	32-bit PCI Wide SCSI RAID	$645

DPT

PM2124W-90	32-bit PCI Wide SCSI option (Raid-cache)	$289
PM3224W-90	32-bit PCI Wide SCSI Caching - Raid	$Call
PM2044UW-90	32-bit PCI U Wide SCSI option (Raid-cache)	$289
PM2144UW-90	32-bit PCI U Wide SCSI option (Raid-cache)	$399

Modem

US Robotics

Sportster Winmodem	$133
Sportster 28.8	$159
Sportster 28.8 Voice	$185
Sportster Vi 28.8 DSVD	$265
Sportster ISDN 128	$345
Courier V.Everything	$379
Courier- I	$560

Motherboard

Asus

P55TP4N	256k Pipelined	$175
P55TP4N	512k Pipelined	$215
P55TP2P4	256k Pipelined - Triton II	$235
P55TP2P4	512k Pipelined - Triton II	$275
6PR-P420	Pentium Pro Board	$Call

Super Micro

P55CMS	256k Pipelined	$179
P55CMS	512k Pipelined	$219
P55T2S	256k Pipelined - Triton II	$236
P55T2S	512k Pipelined - Triton II	$276
P6SOF	Pentium Pro Board	$Call
P6DOF	Dual Pentium Pro Board	$1450

Processor

Intel Pentium CPU 100MHz	$165
Intel Pentium CPU 133MHz	$259
Intel Pentium CPU 166MHz	$495
Intel Pentium CPU 200MHz	$Call
Intel Pentium Pro CPU 166MHz	$Call
Intel Pentium Pro CPU 180MHz	$790
Intel Pentium Pro CPU 200MHz	$850

Memory

2 x 32	8MB 72 pin SIMM	$99
4 x 32	16MB 72 pin SIMM	$199
8 x 32	32MB 72 pin SIMM	$423
4 x 36	16MB 72 pin SIMM - Parity	$249
8 x 36	32MB 72 pin SIMM - Parity	$509
16 x 36	64MB 72 pin SIMM - Parity	$Call

EDO

2 x 32	8MB 60ns 72 pin SIMM	$105
4 x 32	16MB 60ns 72 pin SIMM	$225
8 x 32	32MB 60ns 72 pin SIMM	$459

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Online Guide

Web Page Listings *continued from page 234*

http://www.futureone.com/~damaged/ Info on the SNES, Sony Playstation, and other gray area information such as defeating Microsoft's CD Key. [Exp. #150.]

Divorce Helpline *http://www.divorcehelp.com/* Tools to keep you out of court and out of conflict: articles, advice, books, worksheets, and links. [Exp. #150.]

Fern Modena's Timeshare Page *http://www.geocities.com/RodeoDrive/1060* Contains timeshare tips for prospective owners, and helpful information for current owners, plus travel links, and more. [Exp. #152.]

Front Counter *http://members.aol.com/dmcgripes/home.html* The place where disgruntled service industry employees can talk about the people they serve. [Exp. #152.]

The HR Manager *http://www.auxillium.com* Convenient online reference guide to the broad range of Human Resources topics. [Exp. #152.]

Huntington Chiropractic *http://www.earthlink.net/~bacdoc/hchiro.htm* Chiropractic care in the San Gabriel Valley for over twenty years. [Exp. #150.]

Lebanon *http://www.sparc.com/lebanon.html* Lebanon information warehouse. [Exp. #151.]

One Thought Can Change The World *http://www.mcthought.com/~dtmc/* One thought action can change your future reality, internet mediation, and sexual affirmations. [Exp. #151.]

ParentsPlace *http://www.parentsplace.com* The Parenting Resource Center on the Net. [Exp. #152.]

#Philisophy Channel *http://megamed.com/pi/philisophy/* Discussion of number philisophy on Internet Relay Chat. Links to lists of links on philisophy. [Exp. #151.]

Psychic Vacumn *http://www.slip.net/~conley/* Resource for musicians, the opinionated. Check out our e-zine Brain Scan. [Exp. #151.]

Senator Barbara Boxer Home Page *http://www.senate.gov/~boxer* Senator Box-er can be reached at *Senator@boxer.senate.gov* . Children can write her at *Kids@boxer.senate.gov* . [Exp. #150.]

Solutions *http://www.netvoyage.net/~daveq/* Diet to recover from multiple sclerosis, AIDS, or cancer. Practical solutions and stories. [Exp. #150.]

UCLA Dept. Of Radiation Oncology *http://www.radonc.ucla.edu/rowww/rohome.html* An important resource for patients who may need treatment with radiation. It contains a list of common patient questions as well as ongoing clinical protocols. [Exp. #150.]

Who's Who Online *http://www.whoswho-online.com/* Currently accepting online nomination of others as well as self nominations. [Exp. #150.]

ZAN *http://www.ZAN.org/* A directory/anthology on Iranian Women: to network, to read monthly features, and to build a presence. [Exp. #151.]

PERSONAL HOME PAGES

The Ant Farm *http://apu.edu/~philpi/* A personal page filled with red ants. Lots of PC files, links, etc. [Exp. #151.]

Break On Through *http://users.aimnet.com/~meloan* A bit about Moi, links about authors, books, bookstores, pop culutre, movies, and online magx. [Exp. #152.]

Brilliant Consulting *http://ourworld.compuserve.com/homepages/brilliant/* Visit us for computer networking, retirement strategies, photo scanning services, building inspection, and cool links. [Exp. #151.]

Catwoman's Home Page *http://lolweb.com/eden/members/catwoman/* This feline's home page consists of pictures, links, a guest book, and a wav file to hear Catwoman's greeting...Meow! [Exp. #151.]

Coco's Place *http://www.geocities.com/Broadway/1974/* Francisco Castro's Personal Page. Links to different Broadway musicals, shareware file servers, virtual museums. [Exp. #150.]

Corss-Country Caffeine *http://www.emf.net/~jgm7/maya/ccc/ccc.html* A useful and silly nationwide guide to places that serve caffeinated beverages. [Exp. #152.]

CSEN (Center for the Study of Eurasian Nomads) *http://garnet.berkeley.edu/~jkimball/* Archaeology, anthropology, and ethnogology of ancient and contemporary peoples of Mongolia, western China, and Kazakhstan. [Exp. #151.]

Darow's Joint *http://www.sfo.com/~dhan* Includes personal information, lots of links, and archived data on Fists of Fury rap group. [Exp. #152.]

Dick Thompson Home Page *http://www.av.qnet.com/~rkt* A good logical design with great links and info about my computer club. [Exp. #150.]

Digital Euphoria *http://members.aol.com/magicarc/* A page full of music links. Check out my CD collection and sample some music. [Exp. #152.]

Don Ritter Home Page *http://www.odyssee.net/~percept/* Contains documentation on my interactive video performances and installations. Information is also provided on Orpheus, an interactive video software which permits control of full screen moving video through music/midi. [Exp. #152.]

Dub Egbert *http://ourworld.compuserve/homepages/dub_egbert* Purple Smoke Gang BBQ—slow cookin' at its best. Recipes/pictures from the KC Royal. Other BBQ sites. [Exp. #150.]

Eugene's Specials *http://www.primenet.com/~efrenkel/index.html* Free software links, Russian WWW links, weather, ski reports, and more. [Exp. #150.]

Excape From Cypress High School *http://pages.prodigy.com/CHSnet/chshome.htm* Ever wanted revenge on your high school teachers? Now you can with this free game. [Exp. #152.]

Greg Bulmash's Humor Page *http://www.javabooks.net/~gbhp* Email subscriptions to GBHP also available. [Exp. #152.]

Ice Burg's Home Page And California Lotto *http://www.liberty.com/home/iceburg/index.html* Interesting graphics, personal resume (currently unemployed), recent SuperLotto numbers, free software, and interesting links. [Exp. #151.]

Joel Pelletier Home Page *http://www.westworld.com/~joelp/* Hollywood-based "Chamber Pop" musician and artist. Audio, video clips, performance schedules, etc. [Exp. #152.]

Maureenworld *http://linex.com:80/~maureen/* Alternative music, surfing, skateboarding, links. AOL Geek of the Week Gallery. [Exp. #151.]

Mel Keo's Zone *http://www.engr.csulb.edu/~kolsam/* Mel introduces you to his school (CSULB), Cambodia, animation demos, "chafu mbwa" translations, and interesting links. [Exp. #151.]

Mike Stipniek's Home Page *http://users.aol.com/stipnieks/mike.html* An electronic portfolio showing most of my photographic work. Most of the photos were shot in Berlin. [Exp. #151.]

Nick Spano *http://www.earthlink.net/~firsttake/nick.html* Model, actor Nick Spano featured in his own Web page. [Exp. #150.]

No Nerds Allowed *http://ourworld.compuserve.com/homepages/harold/* Personal home page for fun and entertainment. Search sites, Vietnam Vet links, and more. [Exp. #150.]

Onxy Page *http://www.california.com/~onxy/* Anti-CDA! We have everything—links to shareware, scifi, ads, and more. [Exp. #151.]

Randy's World *http://www.mvhs.fuhsd.org/~rksar/* Provides users with great links around the globe, Web home page creation help, information about me, and upcoming projects. [Exp. #150.]

Richard Mon's Web Page *http://home.earthlink.net/~rmoc/* This page deal with topics from good asian foods to Flame usergroup and beyond. [Exp. #151.]

Steve & Hilma's Web Page *http://www.netvoyage.net/~netsteve/stvhl9hm.html* See our Web Page if you are going to travel, plan a vacation, or invest in real estate. [Exp. #150.]

Ted Alvy Cosmos Topper Home Page *http://pages.prodigy.com/FNJD74A* Mallard, Captain Beefheart, Little Feat, Neon Park, Firesign Theatre, and more. [Exp. #152.]

Tinnitus Science *http://members.aol.com/neurosense/tinnitus.html* Tinnitus science, ringing ears, hearing loss, hyperacusis. Synopsis of new scientific information for both sufferers and doctors: new hope for a cure. [Exp. #150.]

VinceWorld *http://www.vinceworld.com/* Euphoria? Ephemera? Get your bizarre, whimsical, undefinable interactive animation here! [Exp. #150.]

WORLDVIEW-BBS.COM http://worldview-bbs.com/ Steve Forbes is right, "the Christian Coalition only represents its members, not all Christians." [Exp. #150.]

ARTS

The Age of Homo Sapiens *http://ourworld.compuserve.com/homepages/theageof/* Sneak preview at a book of new-age poetry. [Exp. #151.]

Artwork of Michael Bedard *http://www.deltanet.com/users/jpalmer/bedard.html* Bedard's duck-related and other artwork, as well as infoon where to find his artwork. [Exp. #152.]

ASHA-LA *http://mass.ee.ucla.edu/asha/* Organization aimed at educating poor underprivileged children. Currently assisting over 1400 children. [Exp. #152.]

Cedar Productions *http://www.infi.net/~cedar* Cultural video production, PAL/SECAM/NTSC transfer. [Exp. #151.]

Gondwana Fine African Art *http://www.gondwana.com/* The online art gallery of Gondwana Fine African Art, an organization focusing on importing and distributing African art and hand-made goods. [Exp. #151.]

The Mansoor Amarna Collection *http://www.amarna.com/* Display of the Mansoor collection of Egyptian antiques. [Exp. #151.]

Pacific Composers Forum *http://home.navisoft.com/pcf/* A nonprofit composer service organization dedicated to getting new music heard. [Exp. #151.]

Photos By Lucia *http://home.earthlink.net/!Lucia/* Need a creative photographer for your next shoot? Check out the site of the next Annie Leibovitz. [Exp. #151.]

Poetic Express *http://www.ns.net/~Lomar* Poetic Express is a collection of published and novice poets. Links to artists' homepages from poems [Exp. #152.]

Poetica Dementia *http://value.net/~rasumovski/* A page of poetry, photography, and art. [Exp. #151.]

Rowena's Page *http://redagnes.la.ca.us/sdy/rowena/* Contemporary short stories about a young woman's life by S.D. Youngren. [Exp. #152.]

Sarabel *http://www.art.net/Studios/Visual/Sarabel/sarabel.html* Sarabel's studio features some nudes, some things you can do, and some surprises. [Exp. #150.]

ENTERTAINMENT/ LEISURE

Adventures & Entertainment, Inc. *http://www.adventur.com/* A resource for the tourist, covering Monterey, Santa Cruz, and Sacramento. [Exp. #150.]

Afronet *http://www.afronet.com* African American Web site that highlights current activity of African American and of Africans. [Exp. #152.]

B&B In New England *http://www.obs-us.com/obs/english/books/chesler/ne/05/top.htm* Complete text of Bernic Chesler's best selling guidebook to Bed and Breakfast in New England. Book reservations online. [Exp. #152.]

Beatle Link *http://pages.prodigy.com/CA/mervis/beatle.html* A Web site designed to easily access Beatle sites throughout the world. [Exp. #151.]

BluFire Model & Talent Registry *http://www.sapphire.com/blufire/* Fashion

Online Guide

Web Page Listings *continued...*

models and actors displayed with detailed information. [Exp. #151.]

BonViv *http://bonviv.com/* Dining, entertainment, and recreation guide. Online ordering and reservations at your favorite restaurants and pizza places. [Exp. #151.]

California Cycle Insurance Service *http://www.sirius.com/~calcycle/* Independent insurance agency in SF that specializes in motorcycle insurance. Free quotes, other cycle-related links, and more. [Exp. #152.]

California Go-ped *http://www.asyst.net/go-ped/goped.htm* California Go-Peds are a light weight motorized scotter that provide a great deal of fun. [Exp. #151.]

California Shakespeare Festival *http://www.via.net/!csf/* Updated information on next season's productions, including announcements from our new Artistic Director and for upcoming auditions. [Exp. #150.]

Clay's Comics *http://www.webcom.com/clays/* Hayward's largest comic book store. Open 7 days. [Exp. #152.]

Contests On The Web *http://www.net-quest.com/~denise/contests/* Listings of contests and giveaways on the Web. [Exp. #151.]

Cruises *http://www.cruisemed.com/* Cruise info and reservations for travel to Greece, Turkey, Israel, and Egypt. [Exp. #150.]

Cybersurf *http://home.earthlink.net/~cybrsurf* [Exp. #152.]

Czech Info Center *http://www.muselik.com/* The ultimate Czech information resource. Travel, basic data, export-import, genealogy, pen-pals, business directory and much more! [Exp. #152.]

Deadeye Records *http://www.deltanet.com/users/deadeye/* Deadeye Records' mission is to present American music artists untainted by big bucks or corporate voodoo. [Exp. #151.]

Dee Zaster, Esq. *http://www.earthlink.net/~dzaster/* Oh no! The politically depraved, motor-mouthed, 'bloomer' broad is going WWW crazy. [Exp. #152.]

DeMaggio Spin Stores *http://www.swcp.com/~demaggio/* Marketing unique, quality, new products to the discriminating customer. [Exp. #152.]

Don's Boss Page *http://pages.nyu.edu/~dap0686/boss.html* A place where people cruising the info superhighway from work can hide from their supervisor's prying eyes. [Exp. #151.]

Doonesbury Electronic Town Hall *http://www.doonsebury.com* Participate in Doonesbury's presidential staw poll. Results will be sent to the candidates. [Exp. #152.]

Dr. Jack's Thing BBS *http://www.drjack.com/* Gateway to one of N. California's hottest BBSs: free samples, great links, Netscape enhanced. [Exp. #150.]

Entertainment Directory *http://www.edweb.com* A central location of resources and services for the film, television, commercial, and video production industry. [Exp. #152.]

Exchange Students *http://www.c2.org/~carlmm/* A resource center for exchange students around the world. [Exp. #151.]

Ferndale *http://www.ferndale.com* America's popular online daily soap opera. [Exp. #152.]

Flames City *http://www.gold.net/flames/* An experiment in interactive fiction, with links to paper-based titles and information about new books from small publishers. [Exp. #151.]

Grayline San Francisco *http://www.graylinesanfrancisco.com/index.html* Extensive travel information including the finest selection of guided tours of the Greater Bay Area. Online coupon for 10% discount. [Exp. #151.]

The Happy Happy Joy Joy Web Site *http://www.infinet.com/~ngsippel/hhjj.htm* Classic Ren & Stimpy fans should check this out. Remember when R&S was good? We do. [Exp. #151.]

Hollywood Broadcasting Network *http://HollyNetwork.com/* Access Hollywood Live (live events), Hollywood Profiles (interviews with celebrities) Breaking In Hollywood (behind the scenes interviews), and Hollyworld (two cybersoap series). [Exp. #152.]

ImagiNation Network *http://www.inngames.com* More than forty multiplayer interactive online games. Download the softwar for free. [Exp. #152.]

Innerspace *http://www.primenet.com/~fredfx/* A Web site for Space, an ambient music group. Their first release, Planting Flowers in the Snow, is due on CD in April. [Exp. #150.]

Jazz Central Station *http://jazzcentralstation.com/* Devoted to the world of Jazz, JCS, the Global Network for Jazz, serves to link fans, musicians, and the music industry worldwide. [Exp. #150.]

Jennie Garth Image Zone *http://members.aol.com/JennieFan/private/index.html* An awesome page of 90210's Jennie Garth. Many images to download. [Exp. #151.]

KKLA Radio—Los Angeles *http://www.kkla.com/* KKLA Christian Talk station's Web site features chat rooms, shopping, realtime audio, and more. [Exp. #151.]

@LA *http://emporium.turnpike.net/A/atLA/* The most complete cyberspace guide to sites with a realspace presence in greater Los Angeles. [Exp. #151.]

LaMotta Productions *http://members.gnn.com/llamotta/lee.htm* Home page of LA-based voiceover artist, writer, producer, includes downloadable voiceover demo. [Exp. #150.]

Lava Lite Lamps *http://www.ultimate.org/87/lava/* Relive the 60s. Great conversation pieces. For yourself or a gift. [Exp. #151.]

Learn To Juggle *http://www.c2.org/~carlmm/juggle.html* A juggling lesson on the WWW. [Exp. #151.]

London's Burning! The Clash Internet Resource. *http://www.primenet.com/~jendave/clash/clash.htm* This site provides lyrics, guitar tabulature, graphics, and much more about the music of The Clash. [Exp. #150.]

Molly Malone's Music *http://www.cd4less.com/* Online CD retail store: music titles, tapes, LPs, CDs, music videos, movie laserdisks, reviews, interviews, and more. [Exp. #151.]

!MuCoMo! *http://www.mucomo.com/* An entertainment experience: music, and reviews, photos. RealAudio interviews with Offspring, Ramones, and many more. [Exp. #152.]

Musical Brazil *http://musicalbrazil.com/* Devoted to Brazilian music, this site includes excerpts for the book "The Brazilian Sound," biographics, interviews, and a catalog of Brazilian music from Musicrama. [Exp. #152.]

Musician's Ultimate CyberWorld Destination *http://www.musician.com/* A comprehensive Web site offering a plethora of free music related services. [Exp. #151.]

Napa Valley Vision *http://www.visioninteractive.com/* Online tour guide to Napa County, includes extensive reference section on wines and Napa resources. [Exp. #151.]

Nebulus *http://www.nebulus.com/* Eclectic nebulus internet band. [Exp. #151.]

Online Music Publisher *http://home.earthlink.net/~kolsky/olmp.html* A new service established by working, music professionals. Evaluations, chats, and music publishing questions answered. [Exp. #152.]

OnVideo *http://www.cyberpod.com/cyberpod/onvideo.htm* A complete home video guide to current and forthcoming movies released on tape. Includes reviews, release schedules, rentability index, consumer news, and links to studios. [Exp. #152.]

Optical Illusions *http://www.lainet.com/~ausbourn* A collection of optical illusions, ambiguous figures, and impossible objects. Includes resources and reading list. [Exp. #152.]

PB Productions Group *http://tgifdirectory.com* Wine country, romance, bed and breakfast, health, fine dining, breweries, weekends, and more. [Exp. #151.]

Real Deal Productions Website *http://home.earthlink.net/~rawdog* Real Deal is an adults satire comic book showing the violence and insanity of urban life. [Exp. #152.]

Restaurants and Entertainment in Orange County *http://www.primenet.com/~proclaim/* A comprehensive listing of restaurants and entertainment in Orange County, California. [Exp. #150.]

Rockslide WWW Site *http://www.rockslide.com/* Home of CrimsOnline, the official King Crimson Web site, the Deep Music Archive, RockSlide Art Gallery, A Prarie Home Computer, and Rock Slides screensavers. [Exp. #151.]

Sailing San Diego *http://sd.znet.com/~sailsd/* Includes Yachts for sale, local race results, nautical files, crew lists, classifieds, San Diego marine directory, and more. [Exp. #151.]

The Script Doctors *http://home.earthlink.net/~scripts/* Script analysis, storynotes, polishers, and rewrites. Features, TV, drama, comedy. [Exp. #152.]

Sethro's Home Page *http://www.catch22.com/~sethro/* Info and sounds by Sethro, and independent rapper. Also, place columns viewed weekly on the Web. [Exp. #152.]

Silent Records *http://www.silent.org/* The premier ambient music record label in the US offering an online catalog, soundbites, psychedelic graphics, and hidden surprises. [Exp. #150.]

SimpliFun *http://downtown.web.aol.com/ads/s/SimpliFun/ad354/page_1.htm* A fun way to give a home birthday party. Children's party games, activities, favors, and party kits for sale. [Exp. #152.]

Skeleton Key *http://www.boulevards.com/billboards/ocrbcookies/* A dictionary for deadheads. [Exp. #150.]

Southern Oregon Magazine *http://www.sooregon.com/* A monthly guide focusing on the attractions, people, resources that make Southern Oregon a premier West Coast recreation, vacation, and relocation destination. [Exp. #150.]

Split *http://www.splitnews.com/nomad/* International travel news and features with an irreverent twist. [Exp. #150.]

SS Jeremiah O'Brian National Liberty Ship Memorial *http://www.crl.com/~wefald/obrien.html* Fully-restored operational WW-II Liberty Ship. Open to public 7 days a week. Cruises in May and Oct. [Exp. #152.]

Time Tunnel Toys *http://www2.best.com/~elusive/customers/timetunnel/indes.html* A collectible and vintage toy store in San Jose. [Exp. #151.]

The Video Project *http://www.videoproject.org/videoproject/* The Video Project distributes highly-rated, yet hard-to-find programs for all ages, including recent Oscar and Emmy winners. Offers a catalog of top-rated programs on the environment, human rights, and peaceful conflict resolution. [Exp. #151.]

Village Resorts *http://tenio.com/vri* Villate resorts offers a complete arry of resorts thoughout the west, offering unlimited vacation possibilities. [Exp. #152.]

Vintage Mustang Owners Association *http://www.vntg-mustang.com/* San Jose-based club dedicated to the restoration and preservation of the Ford Mustang automobile. [Exp. #150.]

VKTMS *http://www.tripod.com/~binkov/index.html* Information on VKTMS music, recordings, and band history. One of San Francisco's original punk bands. [Exp. #152.]

World Plaza Stores & Services *http://www.worldplaza.com/2ahtml* A book of over 63 original jazz compositions and b&w photographs by Bryce Rohde (noted Australian pianist). [Exp. #151.]

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Optiquest 1769DC	17"		$565
Optiquest 1562A	15"		$335
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ACER	17"	.27	$599

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ESS 16Bit Sound Card	$ 42
Esoniq Soundscape w/ WT	$ 89

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Focus 2001	$ 27
Focus 6200	$ 25
Focus 8000	$ 37
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PCI Cirrus Logic w/ 1MB DRam	$ 55
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Hewlett Packard Printer 600	$225
Hewlett Packard Printer 660C	$349
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HP Laser Toner Cartridge	$ 35

Others available call for price

C D ROM

Toshiba	IDE 4X Speed CDRom	$ 69
Toshiba	IDE 6X Speed CDRom	$ 125
Creative	IDE 6X Speed CDRom	$ 115
ACER	IDE 8X Speed CDRom	$ 175
Nakamichi 4X IDE 4CD Changer		$ 265
Altec Lancing Speakers ACS-5		$ 45

Others available call for price

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Colorado	1400MB	$235
Colorado	800MB	$159
DC-2120XL Tape		$ 18
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ZIP Drive	100MB Parallel Port	$199
JAZ Drive	1.GB Int. SCSI	$495

Others available call for price

MODEMS

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SmartLink	28.8 Ext	$155
Accex	33.6	$139
USR Sportster	28.8 Int	$185
USR Sportster	28.8 Ext	$225
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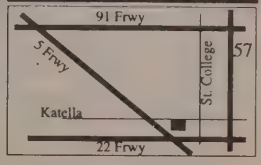

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as 1000 to 2000 Chinese characters per hour.

There are many input methods for Chinese characters. Most novice computer users employ either Zhu-Yin (a method using pronunciation in traditional Chinese), or Pin-In (a method using direct pronunciation in Chinese). There are other input methods available such as Chang-Jie, Dayi, and Quwei. Unless you have been trained in these special input methods, you will have a more difficult time computing in Chinese.

Codes And Fonts

There are two major 8-bit codes for Chinese characters. People in Taiwan use Big-5 code, which consists of 13,000 more Chinese characters and symbols; people in China use GB code, with 7000 characters and symbols. The Unicode standard developed by Unicode Consortium (*http://www.stonehand.com/unicode.html*) is a 32-bit code, which hopefully will bring these two and other codes into one truly uniform code.

On the output fonts, there will again be two major faces: a simplified version used in China and a traditional version used in Taiwan. However, I don't think this will be a major problem for Chinese or Taiwanese Internet users because computer output can easily be switched between the two fonts. Lots of Chinese Web pages existing today offer these two versions, which can be selected in their index or home pages.

Macintosh Users

Support for Chinese input and fonts for MacOS has been slower in coming than it has for Windows. This is the case even though Chinese speakers can use Macs with the Chinese Language Kit and the voice-based input system. There are many reasons for the slowness. First of all, until recently, Apple Macintosh machines have been sold at a much higher price than Intel/Microsoft personal computers. Second, there are fewer Chinese software developers for Macintosh machines. Third, the Internet is built on Unix operating system and Unix servers.

Fortunately, Apple has realized that it's time to open the door for others to join its camp. A recent Motorola venture in China and Taiwan is a good sign for such efforts. If you are a Mac user and wish to know more about how to surf the Internet in Chinese, there are some helpful pages listed here.

1. Netsurfing in Chinese (*http://www.jnw.com/pinghua/ccompute/mac/net.html*)
2. Reading Chinese with Netscape (*http://online.anu.edu.au/asianstudies/netscape.html*)
3. Mac Chinese Computing (*http://www.jnw.com/mac.html*)
4. Chinese in Netscape 2.0 (*http://crown.fjct.fit.ac.jp/chn/mac.html*)
5. Reading Chinese on the Mac (*http://grafton.dartmouth.edu:8001/lrc/macchinese.html*)
6. Chinese Computing: PC, UNIX, and Mac (*http://www.jnw.com/pinghua/ccompute/*)

Both Mac and Windows environments have Chinese-language packages, but it takes two to six key strokes to input a Chinese character.

Windows Users

If you are a Microsoft Windows lover, and wish to surf the Internet in Chinese, you will find yourself better off than Mac users. All you have to do is get yourself a Chinese version of Microsoft Windows 3.1, Windows 95, or a Windows Chinese add-on program, such as Twinbridge from PC Express, or a demo version from Unionway (*http://www.gy.com/*).

Install your Internet software under Chinese Windows, and configure your browser and email program properly. You will be able to surf the Chinese Internet immediately. Some interesting articles and collections specific to this are as follows:

1. Chinese (Big-5) FAQ (*http://peacock.tnjc.edu.tw/NEW/faq-big5.html*)
2. Chinese (Big-5) Browsing Environment for WWW (*http://www.sinica.edu.tw/chineseenv/index.html*)
3. Chinese WWW (*http://peacock.tnjc.edu.tw/NEW/chinese_www.html*)
4. How to view Chinese Big-5 coded W3 documents (*http://www.seed.net.tw/~frontier/home/tech0002.html*)
5. To view Chinese characters on Netscape (*http://www.singnet.com.sg/public/language/test.html*)
6. Reading Chinese with Netscape 2.0 (*http://meena.cc.uregina.ca/~liushus/pub/doc/zhang.txt*)

Chinese Search Engine

Now that you know the basics, it's time to learn about more Web pages and Internet sites.

The famous Yahoo search engine (*http://www.yahoo.com*) will be a good start; however, I have found that searching with Chinese characters does not work in Yahoo. Digital's Altavista search engine (*http://www.altavista.com*) did work for such purposes. There are other search engines available in Taiwan. One is GAIS search engine (*http://gais.cs.ccu.edu.tw*) in both English and Chinese versions. Another, YAM search engine (*http://taiwan.csie.ntu.edu.tw/bin/yam*), is available only in Chinese now, but is a good database worth mentioning.

The Future Of Internet Chinese

Communication and sharing information is the most important activity on the Internet. The true spirit of an open democratic society can be fulfilled through usage of the Internet. In China, more and more people are looking for democracy, although the current government tries to prevent it from happening. In Taiwan, the first direct presidential election took place on March 23. Using the Internet as a political campaign tool is common and is getting more popular in Taiwan. All four presidential candidates had Web pages available for voters to browse.

While there are many users who abuse the net, I strongly believe that the Internet is a useful tool for all who are looking for a decent life with righteousness and justice in their minds. There is no other tool like the Internet in the world that has so much distributing power, in such a short time, with no human intervention.

In school, I dreamed of building a bridge after graduation. Datung Internet is the bridge constructed to serve both English and Chinese Internet citizens. It was built by a civil engineer who never had the chance to build a real one in his engineering career. I sincerely hope the Internet will bring Eastern and Western Chinese people together to make the Eastern part of the Earth a better place to live. ■

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486DX4-120 PCI w/EIDE I/O	139
486DX4-133 PCI w/EIDE I/O	145
Pentium 75MHz, 256K Pipeline Burst Cache, PCI INTEL Chipset w/EIDE I/O	235
Pentium 90MHz, 256K Pipeline Burst Cache PCI INTEL Chipset w/EIDE I/O	310
Pentium 100MHz, 256K Pipeline Burst Cache PCI INTEL Chipset w/EIDE I/O	329
Pentium 120MHz, 256K Pipeline Burst Cache PCI INTEL Chipset w/EIDE I/O	375
Pentium 133MHz, 256K Pipeline Burst Cache PCI INTEL Chipset w/EIDE I/O	449
Pentium 150MHz 256K Pipeline Burst Cache PCI INTEL Chipset w/EIDE I/O	549
Pentium 166MHz 256K Pipeline Burst Cache PCI INTEL Chipset w/EIDE I/O	749
Pentium Pro	CALL
Cyrix 6 or 6 x 86	CALL

Floppy Drives

Sony 1.44MB (3½")	26
Teac Combo	85

CALL FOR NETWORKING SYSTEMS

Hard Drives

Maxtor 540MB or Conner	159
Conner or Maxtor 850MB	179
Conner 1.27 GB or Maxtor	205
Western Digital 1.27 Gig	215
Western Digital 850/635MB/1.0MB	189/179/199
Conner 1GB/2GB SCSI	209/499
Maxtor 1.6/Western Digital 1.6	239/265
Maxtor 2GB IDE	299
Seagate 2GB SCSI, 3255ON, Baracuda	649

Memory

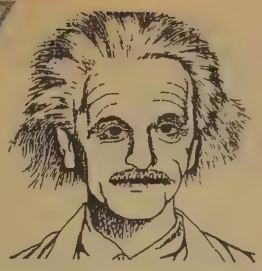
1 Meg x 30 Pins 70ns	$19.99
2 Meg x 72 Pins	35
4 Meg x 30 Pins 70ns	65
4 Meg x 72 Pin 70ns	59
8 Meg x 72 Pin 70ns	109
16 Meg x 72 Pin 70ns	239
32 Meg x 72 Pins 70ns	479

Parts

Midi Adapter	$18
30 Watts Amplified Shielded Speaker	35
80 to 72 Pin Simm Converter	19

Call For Windows 95 & MS Office 95

TECHNOLOGY Smart Choice



Special Of The Month

MS OFFICE '95 Pro Full/Upgrade **$225/195**

PENTIUM PCI BAREBONE SYSTEMS

- Intel 64-Bit Pentium Processor 256K Pipeline Burst Cache
- Intel Triton Chipset MB w/EIDE, 2 High Speed
- 16550 Serial, 1 Enhanced Parallel port
- PCI Enhanced IDE Controller w/2S/1P/1G port
- 1.44MB Floppy Drive
- Mid Tower Case

PENTIUM 75 ..... $299
PENTIUM 100 ..... $389
PENTIUM 120 ..... $439
PENTIUM 133 ..... $509
PENTIUM 150 ..... $609
PENTIUM 166 ..... $799

486 VESA Local Bus

- 486 DX CPU
- Motherboard w/256K Cache
- 1.44MB Floppy Drive
- VL Bus Enhanced IDE w/IO
- Minitower Case

486DX2-66 ..... $179
486DX2-80 ..... $185
486DX4-100 ..... $205
486DX4-120 ..... $219
5X86 DX4-133 ..... $229

PENTIUM STANDARD SCSI SYSTEMS™

PENTIUM 75 MHz $1099
PENTIUM 100 MHz $1199
PENTIUM 120 MHz $1249
PENTIUM 133 MHz $1319
PENTIUM 150 MHz $1419
PENTIUM 166 MHz $1619

- Intel 64 Bit CPU w/Heatsink & Fan
- Intel Triton Chipset Motherboard
- 256K Pipeline Burst Cache Memory
- 8MB RAM (exp to 128)
- 1.44MB Floppy
- 1GB SCSI Hard Drive
- PCI Adaptic 2940 Fast SDCSI Controller
- 2 High Speed 16550 Serial, Enhanced Parrallel Port
- PCI SVGA w/1MB Video Accelerator Card
- 14" SVGA N.I. Color Monitor, Energy Saving, 1025 x 768 Full Screen
- Mid-Tower w/235 Watts P.S.
- High Resolution Mouse
- 101 Enhanced Keyboard

5 YR. LABOR WARRANTY 1 YR. PARTS

PENTIUM PCI STANDARD SYSTEMS™

PENTIUM 75 MHz $859
PENTIUM 100 MHz $949
PENTIUM 120 MHz $999
PENTIUM 133 MHz $1069
PENTIUM 150 MHz $1169
PENTIUM 166 MHz $1369

- Intel 64 Bit CPU w/Heatsink & Fan
- Intel Triton Chipset Motherboard
- 256K Pipeline Burst Cache Memory
- 8MB RAM (exp to 128)
- 1.44MB Floppy
- 540 IDE Hard Drive
- PCI Enhanced IDE Controller w/2S/1P/1G Port
- PCI SVGA w/1MB Video Accelerator Card
- 14" SVGA N.I. Color Monitor, Energy Saving, 1024 x 768 Full Screen
- Mid-Tower w/235 Watts P.S.
- High Resolution Mouse
- 101 Enhanced Keyboard

5 YR. LABOR WARRANTY 1 YR. PARTS

PENTIUM PCI PROFESSIONAL SYSTEMS™

PENTIUM 75 MHz $1169
PENTIUM 100 MHz $1259
PENTIUM 120 MHz $1309
PENTIUM 133 MHz $1379
PENTIUM 150 MHz $1479
PENTIUM 166 MHz $1679

- Intel 64 Bit CPU w/Heatsink & Fan
- Intel Motherboard Triton Chipset
- 256K Pipeline Burst Cache Memory
- 16MB RAM (exp to 128)
- 1.44MB Floppy
- 1.27GB Enhanced IDE Hard Drive
- 2 High Speed 16550 Serial, 1 Enhanced Parallel Port
- PCI Enhanced IDE Controller w/2S/1P/1G Port
- Diamond Stealth 64 SVGA Card w/2MG PCI
- 15" SVGA N.I. Monitor, Energy Saving, Digital Flat & Full Color Screen
- Mid-Tower w/235 Watts P.S.
- High Resolution Mouse
- 101 Enhanced Keyboard

5 YR. LABOR WARRANTY 1 YR. PARTS

EINSTEIN SCSI SYSTEMS™

PENTIUM 75 MHz $2199
PENTIUM 100 MHz $2289
PENTIUM 120 MHz $2339
PENTIUM 133 MHz $2409
PENTIUM 150 MHz $2509
PENTIUM 166 MHz $2699

- Intel 64 Bit CPU w/Heatsink & Fan
- Intel Triton Motherboard 256K Pipeline Burst Cache
- 16MB RAM (exp. to 128)
- 1.44MB Floppy
- 2GB Fast Wide SCSI-3
- PCI Adaptec 2940UW Fast SCSI Controller
- 2 High Speed 16550 Serial, Enhanced Parallel Port
- Diamond Stealth 64 w/2MB VRAM
- MAG DX 1795 .26mm Energy Saving 1280x1024 Color Flat & Full Screen
- Mid-Tower w/235 Watts Power Supply
- Microsoft's Ergonomic Mouse
- FOCUS 2001 Enhanced 101

5 YR. LABOR WARRANTY 1 YR. PARTS

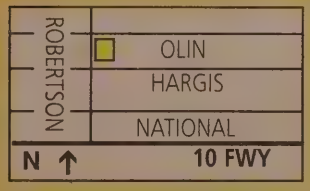
SUPERQUICK 486™

486DX2-66 ..... $679
486DX2-80 ..... $689
486DX4-100 ..... $709
486DX4-120 ..... $729
5X86 DX4-133 ..... $749

- Pentium Overdrive Ready Motherboard
- 256K Cache
- Fan & Heatsink
- 4MB RAM
- 540MB Hard Drive
- 1.44MB Floppy
- 14" SVGA N.I. Monitor Energy Saving Color Screen
- VL Bus SVGA w/1MG Video Accelerator Card
- VL Bus Super IDE Controller w/2S/1P/1G port
- 101 Enhanced Keyboard
- High Resolution Mouse
- Mini-Tower Digital Case w/235 Watts P.S.

5 YR. LABOR WARRANTY 1 YR. PARTS

Price subject to change according to memory prices.



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*Some of the advertised Software & Peripherals are sold with systems.

Resources

Calendar Of Events

Conferences, Shows, Special Events

May

May 4 Computer Marketplace. Earl Warren Showgrounds, Santa Barbara. National Productions. Contact: 1-800-800-5600.

May 4 Southwest's Computer Show And Sale. Torrance. Pioneer Trade Productions. Contact: (818)894-0838.

May 4–5 Beyond the Printed Page: The First Annual SCBWI Writers And Illustrators Conference In Children's Multimedia. Los Angeles. UCLA Extension. Contact: (310)825–9416.

May 4–5 Computer Super Show. Riverside Convention Center. Super Show Productions Contact: (714)852-9267.

May 6–7 5th Multimedia Law Institute Conference. Santa Monica. Business Development Associates. Contact: 1-800-394-9390.

May 6–9 McCabe Users Group Fourth Annual Meeting: Software Quality: A Holistic Approach. Baltimore, MD. McCabe & Associates. Contact: (410)995-1075 or *http://www.mccabe.com* .

May 7–10 Converflex '96 Conference. Milan Fairground, Milan, Italy. Contact: (02)3319811.

May 8–9 Del Mar Electronics Show Conference. Del Mar. Contact: Julie Paulson, (619)459-2236.

May 9–10 Software Company Growth '96 Conference. San Francisco. Coopers & Lybrand, Disc Manufacturing, Software Success, Golden Rule Printing, KPMG Peat Marwick. Contact: Robyn or Nicole, 1-800-929-4824 ext. 684.

May 10-12 MacFair LA. Los Angeles. LAMG. Contact: (310)319-1821.

May 11 Computer Marketplace. Sherman Square Entertainment Center, Reseda. National Productions. Contact: 1-800-800-5600.

May 11 Southwest's Computer Show And Sale. Long Beach. Pioneer Trade Productions. Contact: (818)894-0838.

May 11–12 Computer Super Show. Glendale Civic Auditorium. Super Show Productions. Contact: (714)852-9267.

May 12 Computer Marketplace. Sequoia Conference Center, Buena Park. National Productions. Contact: 1-800-800-5600.

May 12–18 SANS '96 (System Administration, Networking, And Security Conference). Washington, D.C. Contact: (719)599-4303 or *http://www.usenix.org/events/sans96.html* .

May 13–15 7th International REXX Symposium Conference. Austin, Texas Contact: *cathie@slac.stanford.edu* .

May 13–17 Micro Focus User Conference. Orlando. Micro Focus. Contact: (415)843-7356.

May 14–17 Community Networking '96 Conference. Taos. Contact: *http://laplaza.taos.nm.us/comnet96.html* .

May 15–16 Computer Super Show. Riverside Convention Center. Super Show Productions. Contact: (714)852-9267.

May 16–18 E3 (Electronic Entertainment Expo). Los Angeles. MHA. Contact: 1-800-315-1133 or *http://www.mha.com/e3/* .

May 12–17 SID (Society For Information Display) 1996 International Symposium, Seminar, & Exhibition. San Diego. Palisades Institute for Research Services. Contact:Bill Klein, 1-800-787-7477 or (212)620-3721.

May 18–19 Computer Marketplace. Fairplex Expo Complex, Pomona. National Productions. Contact: 1-800-800-5600.

May 19 ACP Computer Swap Meet. Santa Ana. Super Show Productions. Contact: (714)558-8813.

May 20–22 1996 Silicon Valley Networking Conference. San Jose. SysTech Research. Contact: (408)293-8383 or *systech@ix.netcom.com* .

May 20–23 PC Tech Forum. Burlingame. MicroDesign Resources. Contact: 1-800-527-0288, (707)824-4001, or *http://www.chipanalyst.com* .

May 20-23 Electronic Workplace '96 Conference. Dallas, Texas. Gartner Group & The Conference Group. Contact: 1-800-247-0262 or (602)443-4090.

May 21–24 GlobalSoft Expo '96. Seattle, WA. GlobalSoft Expo. Contact: Steve Hatch, (206)624-9743 or *rshatch@globalsoftexpo.com* .

May 22–23 Computer Super Show. Glendale Civic Auditorium. Super Show Productions. Contact: (714)852-9267.

MAY 4

Southwest's Computer Show And Sale

HOLIDAY INN, TORRANCE

Southwest's Computer Show and Sale offers a large inventory of computer and electronics merchandise at wholesale prices— or even lower. The show will feature the latest in PC systems, add-on boards, multimedia products, modems, laptops, printers, and more. Information on Internet services and cellular products, as well as books on a wide range of technology, will also be available. Admission is $3; children under twelve get in free. For more information, call (818)894-0838.

MAY 18–19

Computer Marketplace

FAIRPLEX EXPO CENTER, POMONA

Produced by National Productions Inc., Computer Marketplace features over 300 exhibits offering the latest technology on sale at prices lower than wholesale. Find complete multimedia systems, notebook computers, modems, CD-ROM drives, scanners, thousands of software titles for kids of all ages, and more. Jeff Levy of KFI Radio's "Computer Talk" will broadcast live from the show on Sunday. Open from 10 am to 5 pm, admission is $7. For more information, call 1-800-800-5600.

JUNE 19–20

Southern California Regional Users Group (SCRUG) Annual Conference

PASADENA CONVENTION CENTER

This year's SCRUG conference for HP 3000, 9000, and other PC users focuses on the theme "Riding the Internet Wave." Presentations include How to Use Electronic Mail, HP Email Solutions, Connecting to the Internet, Home Page Design, Setting Up a Web Server, Effective Online Advertising, and more. Admission is $99 for one day and $149 for both days. The Pasadena Convention Center is located at 300 Green Street. For more information or registration, call Erin Hemenway at (310)820-6908 or check SCRUG's home page: *http://www.oesc.com/scrug* .

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FREE Admission to **RESEDA**

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Live Broadcast
KFI 640AM
Sunday 9AM-12PM

May 18 & 19
June 1 & 2
Sat. & Sun.

POMONA Fairplex Expo Complex (LA Fairgrounds)

Exit Highway 10 at Fairplex Drive. Go north to McKinley Avenue, turn right. Turn left on White Avenue to Gate 14.

May 11
June 8
Saturday

RESEDA Sherman Square Entertainment Center

From the 101 Freeway take the Reseda offramp, go north to Sherman Way and turn right. Go one block to Canby Street. 18430 Sherman Way.

Live Broadcast
KFI 640AM
9AM-12PM

May 12
June 9
Sunday

BUENA PARK Sequoia Conference Center

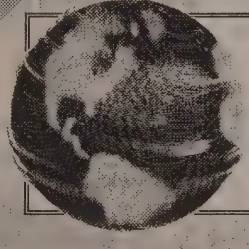
Take the Beach Blvd. exit off the 91 Freeway. Go one block north to 7530 Orangethorpe.

KTYD 99.9FM
Prize Patrol
11AM-2PM

May 4
Saturday

SANTA BARBARA Earl Warren Showgrounds

Take Highway 101 to the Las Positas Exit. Follow the signs to the fairgrounds.



Browse Computer Marketplace on the Web
go to http://www.computermarketplace.com
or send e-mail to cmplist@aol.com
Congratulations to Kevin Hoff, Robert McGough, and Indra Tjahjono, winners of free passes to Computer Marketplace who joined our mailing list at our web site!

All Shows
Open to the Public
10:00 A.M. TO 5:00 P.M.

CONSIGNMENT TABLE

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Admission
Pomona: $7.00
all others: $5.00

NATIONAL PRODUCTIONS, INC.

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http://www.computermarketplace.com or send e-mail to cmplist@aol.com

Calendar Of Events *continued...*

May 25 Computer Super Show. CSU, Northridge. Super Show Productions. Contact: (714)852-9267.

May 25 Southwest's Computer Show and Sale. Orange. Pioneer Trade Productions. Contact: (818)894-0838.

May 26 Computer Super Show. CSU, Long Beach. Super Show Productions. Contact: (714)852-9267.

June

June 1–2 Computer Marketplace. Fairplex Expo Complex, Pomona. National Productions. Contact: 1-800-800-5600.

June 1–2 Computer Super Show. O.C. County Fairgrounds, Costa Mesa. Super Show Productions. Contact: (714)852-9267.

June 3–6 COMDEX Spring '96 Conference. McCormick Place, Chicago. Windows World '96. Contact: *http://www.comdex.com* .

June 6–7 Business-To-Business Marketing On The World Wide Web Conference. Chicago. Center for Business Intelligence. Contact: 1-800-767-9499.

June 8 Computer Marketplace. Sherman Square Entertainment Center, Reseda. National Productions. Contact: 1-800-800-5600.

June 8–11 Business Marketing Association Conference. St. Louis. Business Marketing Association. Contact: 1-800-664-4BMA.

June 9 Computer Marketplace. Sequoia Conference Center, Buena Park. National Productions. Contact: 1-800-800-5600.

June 9–13 17th Annual National Educational Computing Conference. Minneapolis, MN. ISTE. Contact: (541)346-2834 or *NECC@oregon.uoregon.edu* .

June 11–14 Sixth International Conference On Computers In Agriculture. Cancun, Mexico. Contact: Dr. Fedro S. Zazueta, (904)392-7260 or *fsz@gnv.ifas.ufl.edu* or *http://www.agen.ufl.edu/~fzazueta/* .

June 12–13 Thunder Lizard PageMaker Conference. San Francisco. Thunder Lizard Productions. Contact: 1-800-221-3806

June 15 Computer Super Show. CSU, Northridge. Super Show Productions. Contact: (714)852-9267.

June 18–20 FinEXPO '96. New York. Blenheim NDN. Contact: 1-800-232-3976

June 18–20 PC EXPO. New York. Blenheim NDN. Contact: 1-800-829-3976.

June 19–20 Riding The Internet Wave Conference. Pasadena. Southern California Regional Users Group (SCRUG). Contact: Erin Hemenway, (310)820-6908.

June 22–23 Computer Marketplace. Fairplex Expo Complex, Pomona. National Productions. Contact: 1-800-800-5600.

June 22–23 Computer Super Show. Glendale Civic Auditorium. Super Show Productions. Contact: (714)852-9267.

June 29–30 Computer Marketplace. Henderson Convention Center, Las Vegas. National Productions. Contact: 1-800-800-5600.

June 29–30 Computer Super Show. San Bernardino. Super Show Productions. Contact: (714)852-9267.

Classes, Seminars, Workshops

May 4 Applying Transitions And Filters Class. Long Beach. CSU Long Beach. Contact: 1-800-963-2250.

May 4–18 Game Design for Writers: A Two-Day Intensive Workshop. Los Angeles. UCLA Extension. Contact: (310)825–9416.

May 6–10 Intro To IRIX Class. Los Angeles. Silicon Graphics. Contact: 1-800-800-4SGI, ext. 4.

May 7–10 Advanced PC Configuration, Troubleshooting, And Data Recovery Class. Los Angeles. Learning Tree International. Contact: 1-800-850-9197.

May 7–10 Hands-On PC Configuration And Troubleshooting Class. San Diego. Learning Tree International. Contact: 1-800-850-9197.

May 7–10 Hands-On UNIX System And Network Administration Workshop. Los Angeles. Learning Tree International. Contact: 1-800-850-9197.

May 7–10 Local Area Networks: Implementation And Configuration Class. Los Angeles. Learning Tree International. Contact: 1-800-850-9197.

May 7–10 Windows NT Workstation And Server Hands-On Workshop. Los Angeles. Learning Tree International. Contact: 1-800-850-9197.

May 7–June 11 The New Media Fictional Frontier: Non-Linear Fiction And Hypertext Class. Los Angeles. UCLA Extension. Contact: (310)825–9416.

May 10–11 Electronic Data Interchange Implementation Seminar. Los Angeles. UCLA Extension. Contact: (310)825–4100.

May 11 Editing, Compiling, And Playing Movies Class. Long Beach. CSU Long Beach. Contact: 1-800-963-2250.

May 13–14 Hands-On NetWare 3.x Installation And Configuration Class. Los Angeles. Learning Tree International. Contact: 1-800-850-9197.

May 13–17 UNIX Kernal Internals Class. Los Angeles. UCLA Extension. Contact: (310)825-1047 or *mhenness@unex.ucla.edu* .

May 14–15 Internetworking: Bridges And Routers Class. Los Angeles. Learning Tree International. Contact: 1-800-850-9197.

May 14–17 Advanced Windows Programming With MFC Class. Los Angeles. Learning Tree International. Contact: 1-800-850-9197.

May 14–17 Hands-On Advanced C++ Programming Workshop. San Diego. Learning Tree International. Contact: 1-800-850-9197.

May 14–17 Hands-On Microsoft Access Workshop. Los Angeles. Learning Tree International. Contact: 1-800-850-9197.

May 14–17 Hands-On PC Networking Class. Los Angeles. Learning Tree International. Contact: 1-800-850-9197.

May 14–17 Hands-On UNIX Programming Workshop. Los Angeles. Learning Tree International. Contact: 1-800-850-9197.

May 14–17 Software Project Planning And Management Class. Los Angeles. Learning Tree International. Contact: 1-800-850-9197.

May 14–17 UNIX Tools And Utilities: Hands-On Workshop. Los Angeles. Learning Tree International. Contact: 1-800-850-9197.

May 14–June 18 Java Programming Fundamentals Class. Los Angeles. UCLA Extension. Contact: (310)825-4100.

May 15–17 Updating From NetWare 3.x To

Margaret Sandige

Date of Birth: 9/16/88
Date Missing: 11/14/94
Missing From: Phoenix, AZ
Missing Type: Family Abduction by Mother
Eyes: Blue
Hair: Brown

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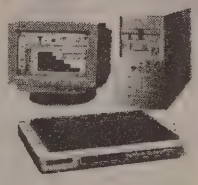

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- DISKETTES
- CD-ROMS
- MONITORS
- HARD DRIVES
- TAPE BACKUPS
- HIGH-END VIDEO & MUCH MORE!

$3.00 ADMISSION W/ FREE PARKING	May 4 & 5 Sat/Sun	**RIVERSIDE** 3443 ORANGE ST., RIVERSIDE (CROSS STREETS ARE MARKET ST. AND 5TH STREET)	CONVENTION CENTER
$3.00 ADMISSION W/ FREE PARKING	May 11 & 12 Sat/Sun	**GLENDALE** 1401 N. VERDUGO RD., GLENDALE (CROSS STREETS ARE MOUNTAIN ST. & VERDUGO ST.)	CIVIC AUDITORIUM
$3.00 ADMISSION W/ FREE PARKING	May 26th Sunday Only	**LONG BEACH** 1250 Bellflower Blvd., Long Beach (Located in Cal State Long Beach West Gym)	CAL STATE LONG BEACH
$3.00 ADMISSION W/ FREE PARKING	June 1 & 2 Sat/Sun	**ORANGE COUNTY** 88 Fair Drive, Costa Mesa (Take 55Frwy to Del Mar Exit, Take Del Mar to Fair Drive & Turn Right)	ORANGE CNTY FAIRGROUNDS
$3.00 ADMISSION W/ FREE PARKING	June 15 & 16 Sat/Sun	**RIVERSIDE** 3443 ORANGE ST., RIVERSIDE (CROSS STREETS ARE MARKET ST. AND 5TH STREET)	CONVENTION CENTER
$3.00 ADMISSION W/ FREE PARKING	June 22 & 23 Sat/Sun	**GLENDALE** 1401 N. VERDUGO RD., GLENDALE (CROSS STREETS ARE MOUNTAIN ST. & VERDUGO ST.)	CIVIC AUDITORIUM

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FAX (714) 852-9265

$3.00 ADMISSION

Calendar Of Events *continued...*

NetWare 4.x Class. Los Angeles. Learning Tree International. Contact: 1-800-850-9197.

May 17–18 Advanced Electronic Data Interchange Architechture Workshop. Los Angeles. UCLA Extension. Contact: (310)825–4100.

May 18 Beginning Mac Parts 1 And 2 Seminar. Santa Monica. LAMG. Contact: (310)319-1821.

May 18 Document Imaging: Just The Technology Seminar. Los Angeles. UCLA Extension. Contact: (310)206-9309

May 18 Intro To The Internet Seminar. Santa Monica. LAMG. Contact: (310)319-1821.

May 18 Macromedia Software Operation And Terminology Class. Long Beach. CSU Long Beach. Contact: 1-800-963-2250.

May 20–24 Wired And Wireless Telecommunications Networking Class. Los Angeles. UCLA Extension. Contact: (310)825-1047 or *mhenness@unex.ucla.edu* .

May 21–24 C Programming Hands-On Workshop. Los Angeles. Learning Tree International. Contact: 1-800-850-9197.

May 21–24 Client/Server Applications: A Hands-On Development Workshop. San Diego. Learning Tree International. Contact: 1-800-850-9197.

May 21–24 Distributed Programming Using DCE: Hands-On Work-shop. Los Angeles. Learning Tree Inter-national. Contact: 1-800-850-9197.

May 21–24 Hands-On PC Configuration And Troubleshooting Class. Los Angeles. Learning Tree International. Contact: 1-800-850-9197.

May 21–24 Intro To Datacomm And Networks Class. Los Angeles. Learning Tree International. Contact: 1-800-850-9197.

May 21–24 LAN Troubleshooting Class. Los Angeles. Learning Tree International. Contact: 1-800-850-9197.

May 25 Director Seminar. Santa Monica. LAMG. Contact: (310)319-1821.

May 25 Intro To Photoshop Seminar. Santa Monica. LAMG. Contact: (310)319-1821.

May 27–31 Oracle7 For Database Administrators Hands-On Class. Los Angeles. Learning Tree International. Contact: 1-800-850-9197.

May 28–31 Client/Server Applications: Analysis And Design Class. San Diego. Learning Tree International. Contact: 1-800-850-9197.

May 28–31 Intro To Open Systems Class. Los Angeles. Learning Tree International. Contact: 1-800-850-9197.

May 28–31 Specifying And Managing Software Requirements Class. Los Angeles. Learning Tree International. Contact: 1-800-850-9197.

May 29–31 Fuzzy Logic, Chaos, And Neural Networks: Principles And Applications Class. Los Angeles. UCLA Extension. Contact: (310)825-1047 or *mhenness@unex.ucla.edu* .

May 30–31 NetWare 4.x Installation And Configuration Class. Los Angeles. Learning Tree International. Contact: 1-800-850-9197.

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Take Highway 405, exit Crenshaw Blvd., go south to Torrance Blvd., turn right, go west to Hawthorne Blvd., turn left
Holiday Inn
May 11th Saturday
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June 1 Managing Electronic Data Interchange/EC Projects Seminar. Los Angeles. UCLA Extension. Contact: (310)825–4100.

June 1 Planning And Writing A Script Class. Long Beach. CSU Long Beach. Contact: 1-800-963-2250.

June 3–7 System Administration Class. Los Angeles. Silicon Graphics. Contact: 1-800-800-4SGI, ext. 4.

June 4 Software Licensing Agreements Seminar. Los Angeles. Contact: (714)725-0758 or *72110.2233@compuserve.com* .

June 4–7 Ada Object-Oriented Programming Hands-On Workshop. Los Angeles. Learning Tree International. Contact: 1-800-850-9197.

June 4–7 Hands-On Advanced C++ Programming Workshop. Los Angeles. Learning Tree International. Contact: 1-800-850-9197.

June 4–7 Implementing High-Performance Cabling Systems Class. Los Angeles. Learning Tree International. Contact: 1-800-850-9197.

June 4–7 Integrating Microsoft Office Applications Workshop. Los Angeles. Learning Tree International. Contact: 1-800-850-9197.

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June 8–15 Producing A Multimedia Project Class. Long Beach. CSU Long Beach. Contact: 1-800-963-2250.

June 11–14 Implementing Fiber-Optic Communications Class. Los Angeles. Learning Tree International. Contact: 1-800-850-9197.

June 11–14 Oracle Forms: Hands-On Class. Los Angeles. Learning Tree International. Contact: 1-800-850-9197.

June 11–14 Software Configuration Management Class. Los Angeles. Learning Tree International. Contact: 1-800-850-9197.

June 17–21 Advanced System Administration Class. Los Angeles. Silicon Graphics. Contact: 1-800-800-4SGI, ext. 4.

June 18–21 Hands-On Internet Business Applications Class. Los Angeles. Learning Tree International. Contact: 1-800-850-9197.

June 18–21 Hands-On Wide Area Network Troubleshooting Class. Los Angeles. Learning Tree International. Contact: 1-800-850-9197.

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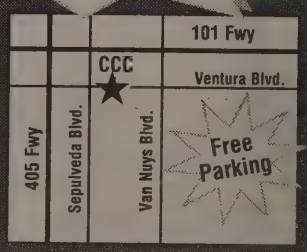

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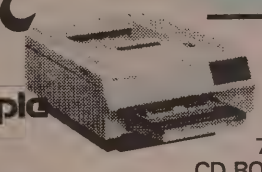

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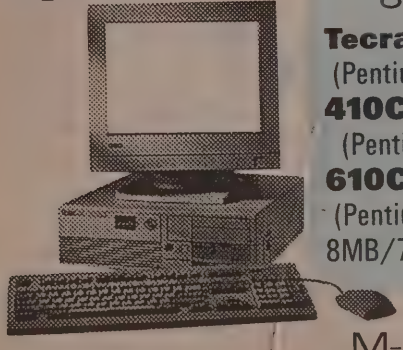

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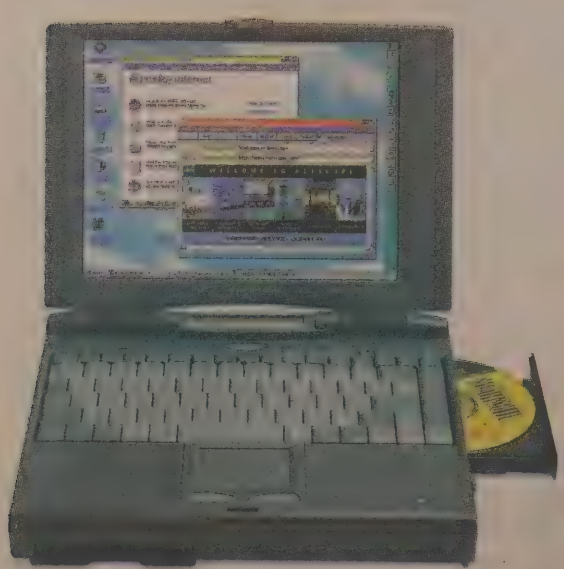

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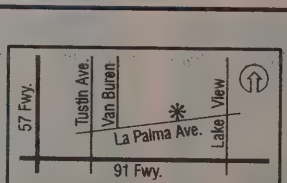

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2Killu's Wad House. (310) 531-4598. 24 hrs., 19,200. WWIV 4.24a, Doom and DWANGO support, message subs, onliners, xfers. [Exp.#151.]

Beachside BBS. (310)542-1032. 24 hrs., 28,800. Music, sewing, games, aerospace forums. Adult file area. 15,000+ files. Free/fee. Sysop: Bob Boren. [Exp.#151.]

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ChAoS Online. (310)318-5089. 24 hrs., up to 14,400. Windows files, adult GIFs, six CDs, games, chat, messages. Free/fee. [Exp.#150.]

CyberKorea BBS. (310) 926-1899, telnet/www: *165.113. 175.2* . telnet: *cyberkorea. com* , Korean files and info, forums, Internet connection, worldwide chat. [Exp.#155.]

Frog King BBS. (310)923-3764. 8-N-1, 24 hrs., up to 28,800. Social playground of intelligent adults; chat, email, CDs online, pubs. Free access levels. [Exp.#150.]

Goblins' Domain BBS. (310)581-9378. 8-N-1, 24 hrs., 14,400. Netted SUBS; Mac, Amiga file libraries; first call d/l; no ratios. [Exp.#150.]

InterMind Teen BBS. (310) 542-8502, 542-3303. 8-N-1, 24 hrs., 1200–14,400. Free local BBS for South Bay teens. LORD, Trade Wars, more. Sysop: Lord Zin. [Exp.#150.]

Los Angeles Macintosh Group BBS. (310)559-6227. 8-N-1, 24 hrs. Latest files; upgrades; forums on DTP, multimedia and video, employment; more. [Exp.#150.]

Manhattan Online. (310) 374-9994. 28,800. Eight 28.8 lines. PPP accts, DOS, Win, OS/2 shareware, and more. Sysop: Paul Swanno. [Exp.#151.]

Mega-ROM BBS. (310) 944-2327. 8-N-1, 24 hrs., 2400–28,800. Fido/RIME/Usenet, Internet email, 5GB of files. Call Now!! Sysop: Marcial Moreno. [Exp.#151.]

Melchizedek's Mansion. (310)923-2123. 8-N-1, 24 hrs., 300-33,600. Free Christian and Native American theme BBS, 11 Nets, Amiga/IBM, Geneology. Sysop: William Le Var. [Exp.#152.]

Off-LiNe BBS (excalibur). (310)690-0552. 24 hrs., up to 28,800. Shareware, contractors, Internet mail/news, Free/fee. Sysop: Bill Sherbacoff, [Exp.#152.]

One World. (310)372-0987. Ecology, gardening, health, alternative news. Free. [Exp.#150.]

Original Apple Corps BBS. (310)454-4660. Apple II support. Sysop: Ed Molina. [Exp.#155.]

SlowSleep BBS [GSA/DSA]. (310)790-8560. 24 hrs., 28,800. WWIV 4.24a, multinetted, reg'd GW, Planets, TW, Golf-ST, Usurper, LORD. [Exp.#151.]

South Bay Apple Mac User Group BBS. (310)792-8083. Up to 28,800. FirstClass. For all the latest stuff. Administrator: Dr. Dave. [Exp.#151.]

Stronghold Online. (310) 221-0300. 24 hrs., 1200–28,800. Three lines. World Group, 5GB+ files, online games, entertainment chat, forums. Free!!! Sysop: skYwAlker. [Exp.#150.]

The Jungle. (310)494-0909. 8-N-1, 24 hrs., up to 28,800. Files, games, chat, messages, 14 CD-ROMs, adult sections. Free access. Sysop: Cobra. [Exp.#151.]

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Wah-Fah? BBS. (310)694-3557, 694-0577. 8-N-1, 24 hrs., 300–28,800. LORD 3.55, Deathmasters, Shareware, Adult, Anime, files and games. Free access. Sysops: Dr. Jest [Exp.#155.]

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Head's Up BBS. (909)681-3721. 8-N-1, 24 hrs., 2400– 28,800. Multi-interest adult files, adult CDs, no ratio. Seven-day free trial. Sysop: Mark Temte. [Exp.#150.]

Legend Graphics OnLine. (909)689-9229. 24 hrs. 20 lines. SuperVGA photo images, MoviePICs, adults-only file areas. [Exp.#151.]

Litter Box BBS. (909)981-7416. 8-N-1, 24 hrs., 14,400. TradeWars 2005, 2002, LORD, MatchMaker, registries. Sysop: Mega-d, Cat. [Exp.#151.]

Zen Dada BBS. (909)593-0173. 14,400. Free access, Anime, game files. Sysop: Satori. [Exp.#152.]

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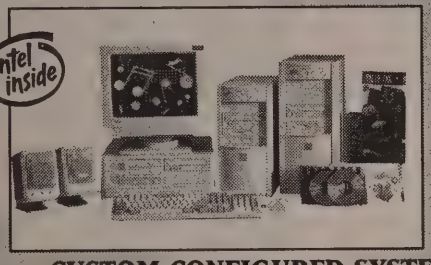

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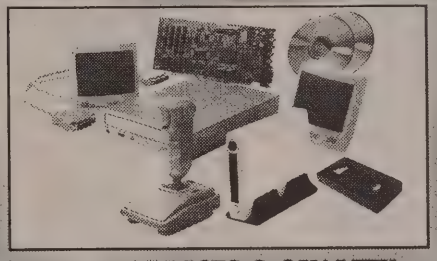

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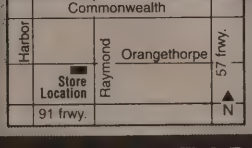

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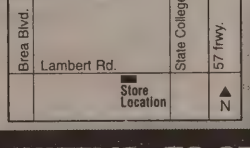

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Resources

USER GROUPS

AMIGA

Amiga Friends. Meetings: 3rd Sun., 1:00 pm, Orange Senior Center, 170 S. Olive St., Orange. Newsletter, large library, monthly disks. Contact: Jim, (714)544-3860. [Exp.#153.]

Amiga Users Group Of Long Beach. Meetings: 1st Thurs., 7:00 pm, Fire Station Bldg., 5373 E. Second St., Belmont Shores. All persons with an interest in the Amiga computer welcome. Free. [Exp.#154.]

Amiga—San Gabriel Valley (ATUG). Meetings: 3rd Sat., 11 am, 1st Southern Baptist Church, Temple City. Contact: Steve, (818)285-6424. [Exp.#154.]

The Video Toaster Group. Meetings: 2nd Sun. Jan.–Mar., 2nd Sat. Apr.–Dec., 12:30 pm, N. Weddington Park Community Center, 10844 Acama St., N. Hollywood. Toaster, Flyer video editing; LightWave3D modeling animation; Amiga graphics; tutorials. $5. Contact: James Noack, (818)504-6337. [Exp.#153.]

ATARI

ATESIG—Atari 8-Bit SIG. Meetings: 145 Surf Pl., Seal Beach. Cooperative user group for model railroad applications. Contact: (310) 430-5433. [Exp.#151.]

COMMODORE

C-TUG (Commodore Technical User Group). Meetings: 2nd Sun., Senior Citizens' Center, Orange. Contact: Lou Palush, (714)532-1802 or Bill Davies, (310)599-1913. [Exp.#151.]

CHLB—Commodore Helpers Of Long Beach. Meetings: 2nd Sat., 9:00 am., Community Methodist Church, 6380 Orange Ave., Long Beach. Newsletter, large library, monthly disks. Contact: Dorothy, (310)323-9265. [Exp.#153.]

Commodore Technical Users Group (CTUG). Meetings: 2nd and 4th Sun., 1:00 pm, Orange Senior Center, 170 S. Olive St., Orange. Newsletter, disk library, software and hardware for sale, repair service. Contact: Lou, (714)532-1802. [Exp.#153.]

San Fernando Valley Commodore 64/128 Users Group. Meetings: 1st Tues., 7:00 pm, Balboa Park Recreation Center, Rm. 2, Balboa and Burbank blvds., Encino. Contact: Paul Kroll, (818)892-3859. [Exp.#151.]

SCCUG—Southern California Commodore User Group. Meetings: 3rd Tues., 7:00 pm, Church of the Nazarene Christian School, 15000 Studebaker Ave., Norwalk. Contact: Bill Davies, (310)599-1913. [Exp.#151.]

South Bay Commodore Users Group. Meetings: 3rd Thur., 7:00 pm, So. Cal. Edison Generating Station, 1100 Harbor Dr. (across from King Yacht Harbor), Redondo Beach. Newsletter, large library. Contact: Dorothy, (310)323-9265. [Exp.#153.]

DESKTOP PUBLISHING

Santa Monica CorelDraw Users Group. Meetings: 2nd Mon., 7:00 pm, Jolly Roger Hotel, 2904 Washington Blvd., Marina Del Rey. Contact: Jetta Sorenson, (310)393-4123 or *JSoren8234@aol.com*. [Exp.#155.]

IBM AND COMPATIBLES

Greater South Bay PC Users Group. Meetings: 2nd Thurs., 7:30 pm, Torrance Recreation Center, behind Torrance main library. Contact: (310)335-2799. [Exp.#151.]

Long Beach IBM PC And Compatibles Users Group. Meetings: 3rd Wed., 7:00 pm, Masonic Temple, 5155 E. Pacific Coast Hwy., Long Beach. We welcome the novice and the experienced. BBS, public domain library, newsletter, SIGs. $35/year, $45 for families. Contact: Jim Wells, (310)439-7114. [Exp.#154.]

Microsoft Foundation Class Users Group. Meetings: 2nd and 4th Tues., 6:30 pm, 201 W. Hilliard Ave., Monterey Park. Contact: Fook H. Eng, (818)572-9220. [Exp.#153.]

NOCCC (North Orange County Computer Club). Meetings: 1st Sun, 9:00 am, Chapman University, 333 N. Glassell Ave., Orange. Corporate presenters, 22 SIGs, consignment table, raffles, BBS, newsletter, helpline. Contact: (714)998-8080. [Exp.#151.]

Orange Coast IBM PC User Group. Last Sat., 1520 Brookhollow, Suite 38, Santa Ana. Speakers, BBS, software library, newsletter, and SIGs. Everyone welcome. Contact: (714)662-2939. [Exp.#155.]

Orange County IBM PC Users Group. Meetings: 2nd Tues., 6:30 pm. Speakers, software, newsletter, BBS. Open to public, all welcome. Contact: (714)990-0580. [Exp.#155.]

Pasadena IBM Users Group. Meetings: 3rd Wed., 7:00 pm, 2184 N. Lake Ave., Altadena. Speakers on hardware/software, demonstrations, SIGs, library, newsletter, and BBS. Call: Steve Bass, (818)791-1300. [Exp.#153.]

Saddleback PC Users Group. Meetings: usually 3rd Sat., 9:00 am, Saddleback College, 28000 Marguerite Pkwy., Room 205, Business and General Studies Bldg., Mission Viejo. Vendor presentations, free software, newsletter, Q&A, friendly people. Novice and advanced. Contact: (714 582-4623. [Exp.#153.]

San Bernardino Personal Computer User Group. Meetings: 1st Wed., 6:30 pm, CSU, Jack Brown Bldg., Rm. 285, San Bernardino. All PC users are welcome to come share information and ideas. Contact: Mary Kehew, (909)882-3653 or Dan Sheffield, (909)797-9112. [Exp.#155.]

SCV PC-Group. Meetings: 2nd Wed., 7:00 pm, Valencia Town Center Community Room. Contact: (805)298-1680. [Exp.#151.]

Southern California Computer Society. Meetings: 4th Tues., 7:00 pm, Farmers & Merchants Bank, Community Room, 12535 Seal Beach Blvd., Rossmoor. For all interested in IBM and compatible computers; BBS and newsletter. $15/yr. Contact: Jim Perry, (310)429-3060. [Exp.#154.]

Thousand Oaks Personal Computer Club (TOPCC). Meetings: 4th Thurs., 6:30 pm, Goebel Senior Center, 1385 E. Janss Rd., Thousand Oaks. Programs are targeted at novice to expert levels of computer knowledge. Contact: Harry, (805)495-8325 or Eli, (805)496-8053. [Exp.#155.]

Tug-Net. Meetings: 1st four Thurs., 7:00 pm, Glendale Federal Bank, 7119 Topanga Canyon Blvd., Canoga Park. Ample parking. Contact: (818)249-1629 or 884-9441. [Exp.#151.]

Valley Computer Club. Meetings: 1st Wed., 7:00 pm, Burbank Board of Realtors Bldg., rear entrance, 2006 W. Magnolia, Burbank. BBS, PD library, SIGs, newsletter. All welcome. Contact: Estella McClintock, (818)848-1948; or Grayce Hruda, (818)848-1948. [Exp.#151.]

INTERNET

Los Angeles Database/Internet User Group. Meetings: 2nd Tues., 6:30 pm, 19951 Mariner Ave., Torrance. Support for database users and Internet/WWW-related information. Beginners, experienced welcome. Contact: Leah Dineen, (310)793-4518 or *dineenl@novaquest.com*. [Exp.#154.]

KAYPRO

KAYOS Kaypro User Group. Meetings: 4th Tues. of even months, 6:00 pm, El Segundo Library, Mariposa and Richmond streets. Contact: (310)379-8339. [Exp.#150.]

MACINTOSH

Champions Of The Mac Proletariat (CHOMP). Meetings: 4th Thurs., 7:00 pm. Avery Auditorium, Pitzer College, Claremont. Q&A; raffle of useful software; vendor presentations; exchange views, opinions, expertise. Contact: Al Seltzer, (909)626-7784 or *ASeltzer@eworld.com* or Mitch Cohen, (909) 598-5766. [Exp.#155.]

Los Angeles Macintosh Group (LAMG). Meetings: 3rd Thurs., 7:00 pm, Avery Auditorium, 1050 N. Mills Ave., Claremont. Vendor presentations, 25+ SIGs, seminars, BBS, monthly magazine. Guests welcome. Contact: (310)319-1821. [Exp.#154.]

Macintosh Access Group In California (MAGIC). Meetings: 2nd Mon., 7:00 pm, LDS Church, 7600 Crescent Ave., Buena Park. All skill levels. Newsletter, PD library, demos, vendors, raffles. Contact: Karen Brunner, (714)521-1284 or Scott Young, (310)944-0023. [Exp.#153.]

MacValley. Meetings: 1st Wed., 7:30 pm, Wilkinson Senior Center, Northridge. Contact: Bob, (818)784-2666. [Exp.#153.]

NOCCC (North Orange County Computer Club). Meetings: 1st Sun., 9:00 am, Chapman University, 333 N. Glassell Ave., Orange. Corporate presenters, 22 SIGs, consignment table, raffles, BBS, newsletter, helpline. Contact: (714)998-8080. [Exp.#151.]

Orange Apple Computer Club. Meetings: 1st Sat., 8:00 am, Chemistry Bldg., Orange Coast College, 2701 Fairview Rd., Costa Mesa. Apple II and Mac users, various SIGs. Contact: (714) 770-1865 or Bob Reed, (714)836-0522. [Exp.#153.]

Original Apple Corps. Meetings: 2nd Sun., West LA area. Apple II and Mac users group. Support for beginners through experts. Contact: Fred Duffy, (310) 450-3336. [Exp.#154.]

San Gabriel Valley Mac Users Group. Meetings: 1st Thurs., 7:00 pm, auditorium of Pasadena City Library, 285 E. Walnut St., Pasadena. Speakers, Q&A, drawings, PD library, newsletter, BBS, SIGs. All skill levels. Contact: Bob or Mo, (818)790-0913. [Exp.#155.]

South Bay Apple Mac User Group. Meetings: Last Wed., 7:30 pm, Knob Hill Community Center, 320 Knob Hill, Redondo Beach. Newsletter, PD library, demos, and software raffles. Contact: C.W. Mitchell, (310)644-3315. [Exp.#154.]

Southern California Macintosh Owners/Users Group (SMOG). Meetings: 2nd Sat., 10:00 am, Western Digital Bldg., off 405 Freeway at Irvine Center Dr., Irvine. Vendor and member presentations, newsletter, information exchange, beginner to experienced. Contact: Dani Maloy, (909) 698-7737. [Exp.#154.]

Whittier Area Macintosh User Group. Meetings: 2nd Sat., 9:30 am, CFF Church, 14322 Telegraph Rd., Whittier. Beginner to experienced. Q&A, demos, raffle, hot disk, SIGs, newsletter, BBS. Contact: (310)906-0059. [Exp.#151.]

MICROSOFT NT

Microsoft NT Study Group. Meetings: Every other Saturday, 6:00 pm, MicroLAN, 110 N. Vincent Ave., West Covina. Contact: (818)339-1391. [Exp.#154.]

MULTIMEDIA

Infinite Vision User Group/Macromedia's User Group Headquarters. Meetings: see *www.idcd.com* for dates and times. InfoDirect Communications Division, 31283 Via Colinas, Westlake Village. For people interested in Macromedia's software solutions for multimedia production. Contact: (818) 706-2400 or *info@idcd.com*. [Exp.#154.]

LAMG/Macromedia Director User Group. Meetings: last Mon., 7:00 pm, LAMG Resource Center, 1640 5th St., #220, Santa Monica. If you're new to Director, this group is for you! Contact: (213)662-6666 or *rickyjj@aol.com*. [Exp.#154.]

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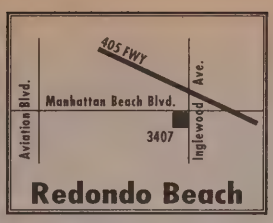

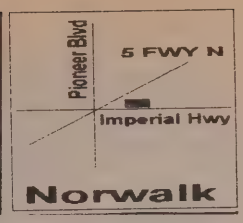

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Resources

USER GROUPS cont...

Southern California Authorware User Group. Meetings: see *www.idcd.com* for dates and times. InfoDirect Communications Division, 31283 Via Colinas, Westlake Village. For people interested in Macromedia's Authorware software. Contact: (818)706-2400 or *info@idcd.com* . [Exp.#154.]

Southern California Director User Group West. Meetings: see www.idcd.com for dates and times. InfoDirect Communications Division, 31283 Via Colinas, Westlake Village. For people interested in Macromedia's Director software. Contact: (818)706-2400 or *info@idcd.com* . [Exp.#154.]

Strictly Lingo User Group. Meetings: 1st Wed., 7:30 pm, Multimedia Workshop, 11835 West Olympic Blvd., Suite 435, W. Los Angeles. For people interested in Macromedia Director's Lingo authoring language. Contact: (818)752-7838 or *steve@zeek.com* . [Exp.#154.]

NETWORKING

Los Angeles NetWare Users Group (LANet). Meetings: 4th Tues., 6:30 pm, Novell, 11300 W. Olympic Blvd. at Sawtelle, 9th Floor, West LA. NetWare solutions, vendor presentations. Contact: 1-800-532-7268. [Exp.#151.]

NOCCC (North Orange County Computer Club). Meetings: 1st Sun., 9:00 am, Chapman University, 333 N. Glassell Ave., Orange. Corporate presenters, 22 SIGs, consignment table, raffles, BBS, newsletter, helpline. Contact: (714)998-8080. [Exp.#151.]

PEACHTREE

Southern California Peachtree User Group. Meetings: 2nd Tues., 7:00 pm, 12038 Centralia, Ste. H, Hawaiian Gardens (5 mi. west of Knott's Berry Farm). Discussions on Peachtree for DOS/Windows, Peachtree Data Query, Contact/Bank Manager, etc. Contact: (714)239-4308. [Exp.#151.]

TANDY

San Gabriel Valley Tandy User's Group. Meetings: 2nd Fri., 7:00 pm, Arcadia Park Senior Citizen's Center, 405 S. Santa Anita Ave., Arcadia. Support for Tandy and IBM compatibles, BBS, newsletter, RAM session. Contact: Jack Nock, (818) 578-0411. [Exp.#153.]

UNIX

LUG-LA (Linux Users Group—Los Angeles). Meetings: 3rd Thurs., 7:30 pm, Cosmos Engineering, 5317 Venice Blvd. Open to all who are interested in the Linux OS and the Internet. Contact: Clay Claiborne, (213)930-2540. [Exp.#154.]

WINDOWS

WINNERS—WINdows usERS. Meetings: 2nd Sat., 9:00 am, Orange Coast College Fine Arts #116, 2701 Fairview, Costa Mesa. Friendly, helpful, questions, new technology, newsletter. Contact: (714)542-0468. [Exp.#154.]

ASSOCIATIONS

ACM, The First Computing Society, Los Angeles Chapter. Meetings: 1st Wed., Sept. through June, 6:30 pm social hour, 7:00 pm dinner, 8:00 pm program, Ramada Inn, Culver City. From software development methodology to current PC topics and programs. Free. Contact: Roger Mills, (310)377-6226 or *75704.417@compuserve.com* ; or Mike Walsh, (818) 785-5056 or *71544.2040@compuserve.com* . [Exp.#153.]

Association of Shareware Professionals. Authors, publishers, vendors, and online distributors of shareware products. For meeting info, contact: George Campbell, (805)528-1759 or *74774.442@compuserve.com* . [Exp.#155.]

DPMA—California Southland Association Of IS Professionals. Meetings: 3rd Wed., 6:30 pm, Gateway Plaza Holiday Inn, 14299 Valley View, La Mirada (I-5 at Valley View exit). A professional association providing new technology, management topics, networking, and education to the Orange County/LA area. Contact: Cathy Grammer-Margolin, (714)647-1617 or 645-5950 [Exp.#154.]

Society For Technical Communication, Orange County Chapter. Meetings: 3rd Tues., 6:30 pm, Irvine Marriott, Von Karman Ave. and the 405. A nonprofit organization dedicated to providing informative meetings and classes for technical writers/communicators and networking oppportunities. Contact: Sandi Giles, (714)863-7666 menu option 2, or *http://stc.org* . [Exp.#154.]

Software Council Of Southern California. Meetings: usually 4th Wed., 6:00 pm, Long Beach Marriott, main ballroom, 4700 Airport Plaza Dr.; also breakfasts and luncheons around SoCal. A nonprofit trade association whose membership is comprised of software development organizations, as well as companies providing support and services to the local software industry. Contact: Bill Manassero, (310)328-0043. [Exp.#151.]

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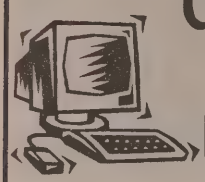

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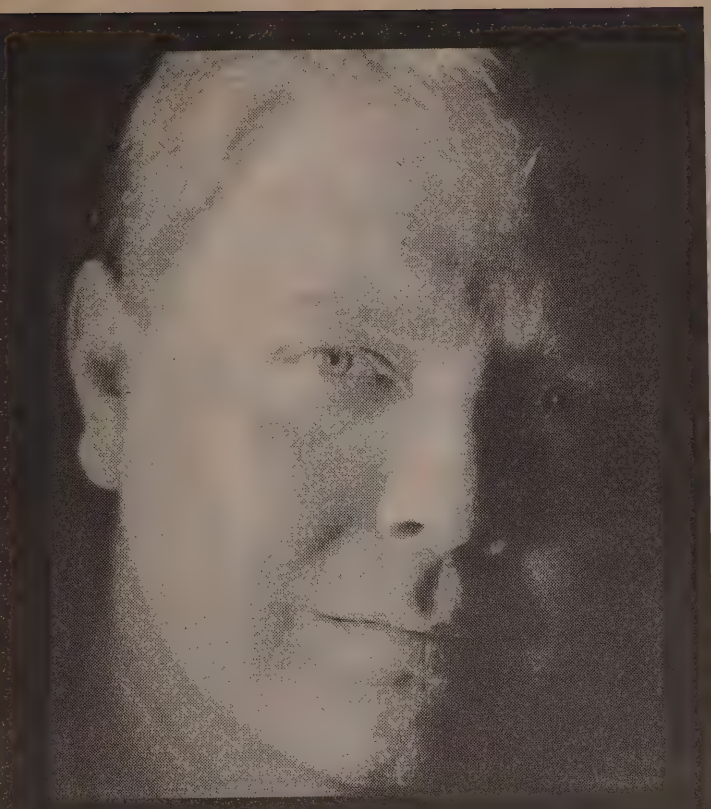

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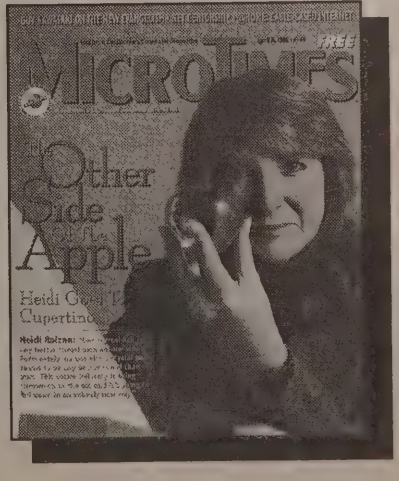

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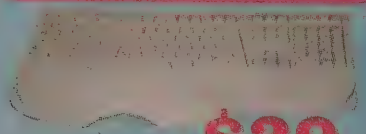

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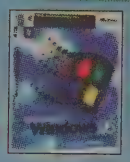

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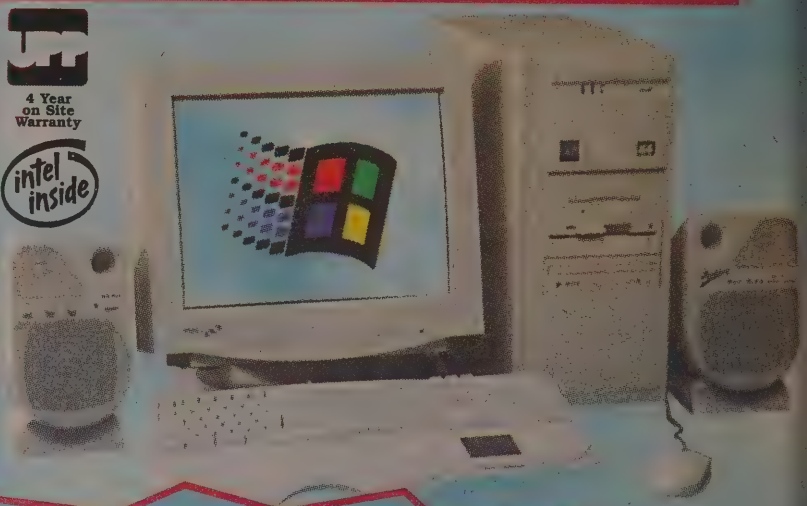

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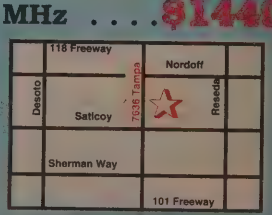

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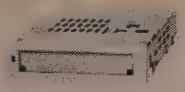

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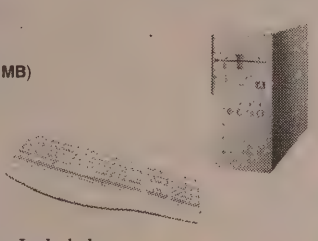

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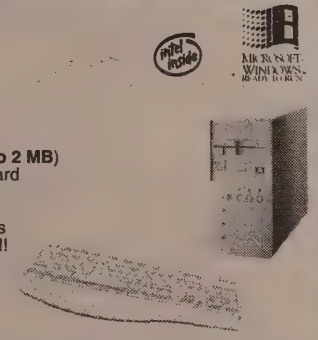

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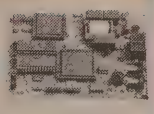

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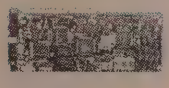

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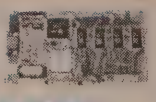

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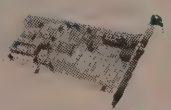

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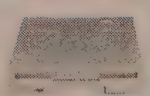

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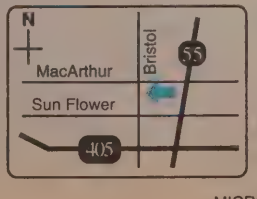

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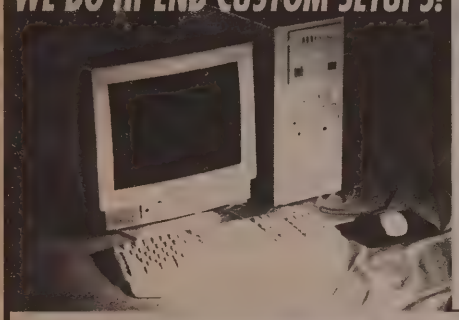

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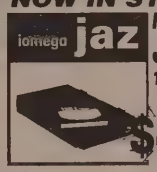

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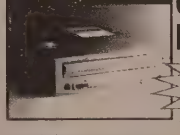

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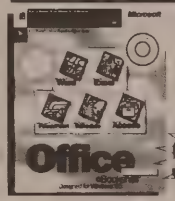

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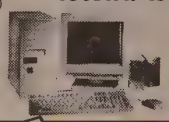

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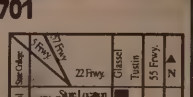

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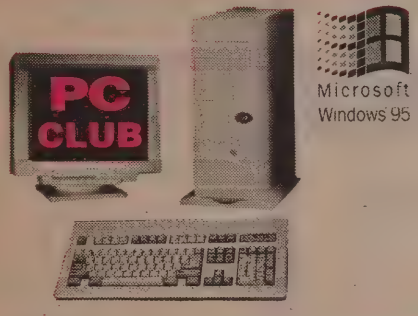

Architectural Features	Cyrix 6x86™ processor	Pentium® Pro (P6) processor	Pentium® processor
Full x86 Instructions set Optimization	x		
Superscalar	x	x	x
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Register Renaming	x	x	
Data Dependency Removal	x	x	
Multi-Branch Prediction	x	x	
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Out-of-Order Completion	x	x	
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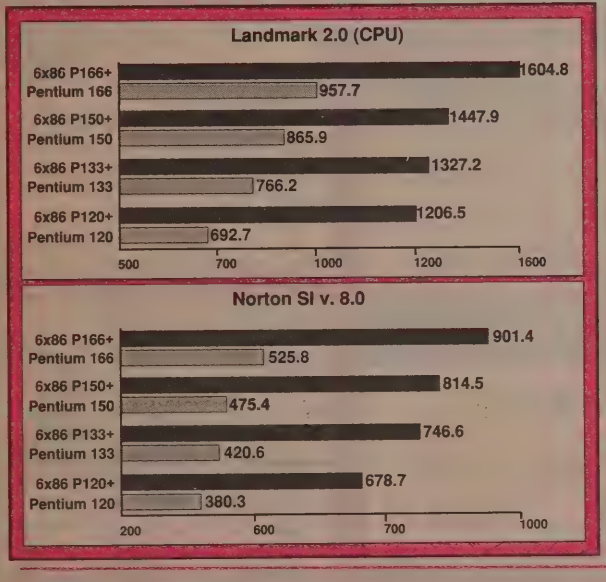

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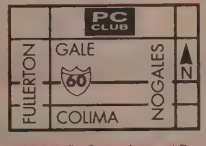

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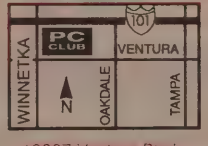

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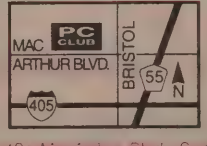

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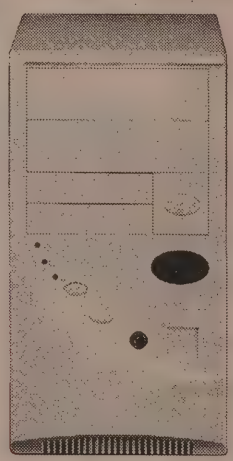

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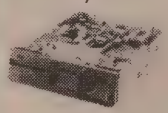

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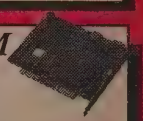

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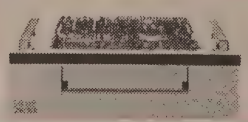

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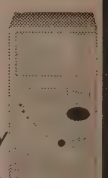

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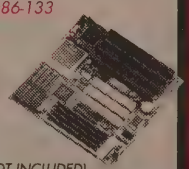

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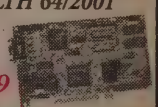

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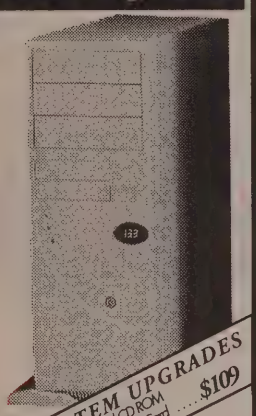

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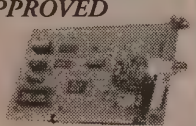

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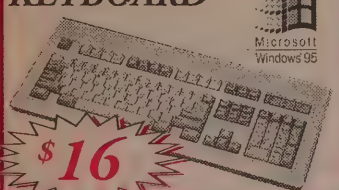

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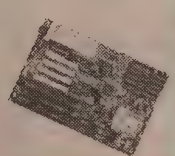

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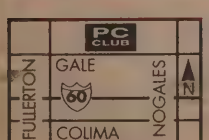

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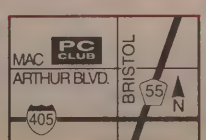

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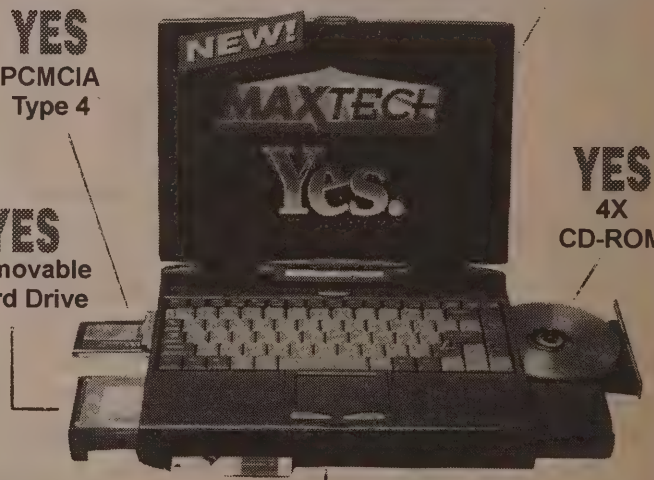

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The Battle Of The Titans

Or, These Guys Are Really Killing The Mac

Over the years I've bitched and moaned about how Microsoft is nothing more than a company that copies what others do and improves on it over time, slowly ruining the company from which the idea originated. MS-DOS is a perfect example, as is Windows. Or so it seems.

Microsoft And Japan Inc.

While this approach is hardly revolutionary, it tends to be frowned upon, as it's very Japanese. The idea is that you see some product that you like and you copy it at first, then you begin to understand it, and then you work on minor improvements until the thing you are doing supersedes the original.

The Japanese are known as a "copycat culture" because they have done this over and over with technologies that begin to languish because the inventors are cashing in—doing nothing. This has happened with cameras, automobiles, and machine tools. The Japanese have taken over a lot of industries because they continue a trend that the original developer doesn't seem to have any interest in continuing.

Many critics of Microsoft say that the company actually makes crap, period. But anyone who looks at the state-of-the-art personal computer software of five years ago and compares it to Microsoft products of today would not choose to use the older stuff. So I guess it's good crap.

To me, a word processor like the miserable WordPerfect, with its funky command set, epitomized crap to me. Since it is now owned by Corel, one can hope that it will be turned into something better. But WordPerfect, when it was sold by the WordPerfect Corporation, showed that a focused company could out-market Microsoft. Nothing has changed. WordPerfect was constantly improving its product and only faltered when it decided to stop competing and take the money from Novell and sell out. If you want to compete with Microsoft you have to do it for life.

Companies that made that kind of decision, for example the serious desktop layout products such as Quark and PageMaker, kept Microsoft from even entering with a high-end product. Microsoft has never even hinted that it wants to deal with applications like Adobe Photoshop or even AutoCAD. This is because these are dynamic products constantly being changed and improved—a moving target.

Microsoft is like Japan, Inc. Once a target stabilizes, you can move in for the kill. When you have a situation like the one we see in microprocessor technology, you can be sure no Japanese threat will arrive. Intel is changing and forging ahead so quickly that by the time an idea comes out of committee, two iterations of the Intel microprocessor will have come and gone.

Microsoft And Macintosh

Which brings us to Apple.

I don't believe that Microsoft ever wanted kill Apple (although I may have suggested it in a column or two here and there). Gates once said that he expected 50% of his applications business to be Mac-centric. This was years ago, and there is no reason to think he was insincere.

After all, Microsoft is at an advantage if there are a lot of players in the computer game. What it doesn't need is "Intel-only" running the show. It knows that Intel is so dangerous that it could become a direct threat to Microsoft in some unknown way.

Windows began as a response to the announcement by the VisiCalc people of the product VisiON back in the early 1980s. Windows was dreamed up to make it look like there was a better idea. The concept of the GUI was in the air, and it was apparent that things were headed that way. The Apple Lisa, VisiON, Windows, and DRI's GEM were part of a major trend in OS thinking.

Microsoft, using the Japanese concept of copying and improving, went on its merry way with Windows, using ideas developed by various windowing environments. It just so happens many of the best ideas were developed by Apple and the Mac. So you ended up with most of the Mac ideas stolen.

But the thing to note is that until just recently, Windows was always a generation (minimally) behind what Apple was doing. Then one day it was apparent to everyone that Apple has just stopped in its tracks. Ironically, Apple had fallen prey to another Japanese tendency.

Maybe it's just me, but if you see the way Japanese products evolve, they either continue to improve or suddenly stop improving and begin to get junked up. The history of Nissan's 280Z is a case in point. When first released, the car had a good-looking Italian design. It slowly devolved into a gaudy, homely, gosh-awful-looking thing. It was so ugly in its last days that the company had to reintroduce a new line, the 300Z, going back to solid good looks. It will also deteriorate.

Lexus cars are undergoing the same process. The new 450 4x4 looks like a nightmare compared to the earlier clean lines, which epitomized Lexus. You get the feeling that the Japanese would love to re-introduce the 1958 Cadillac. Anyway, Apple seemed headed in the same direction by junking up the OS with creepy additions that make the Mac harder, not easier, to use.

I think that Windows 95, when installed properly with the Plus Pack screens, pointers, sounds, and icons, looks and feels much more modern than the Mac—by far! The Mac is just old-fashioned. And gosh, how different is it really from its look and feel in 1984—12 years ago? Not much.

That's what happened. Apple was coasting while Microsoft kept improving its product. I expect to see yet another Microsoft update before the Apple response to the first Windows 95 salvo. This is pathetic. Apple is a much bigger company that can throw resources at its OS dilemma, and it can't seem to get off the hotseat. Even what it is showing still seems to have the same 1984 look and feel. I hope Apple gets some art directors into the mix before it ships system 8. I doubt it understands the importance of such a move.

Nobody wants to see Apple fail, as they have traditionally led the direction of the personal computer movement since 1977. They have the corporate personality to continue in a leadership role, but I get the feeling that they simply aren't working hard enough. It's not that a Steve Jobs is needed to drive people into an early grave with overwork, but something needs to happen soon. ■

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Dvorak and Jerry Pournelle invite you to visit their new Web site:
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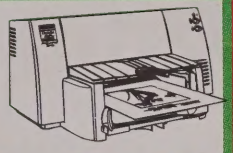

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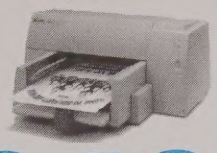

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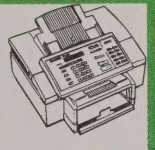

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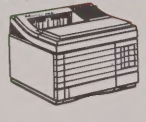

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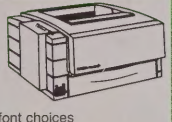

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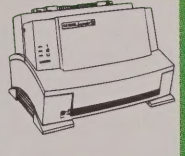

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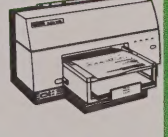

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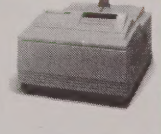

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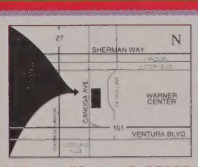

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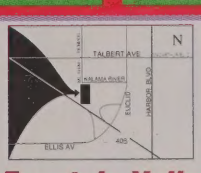

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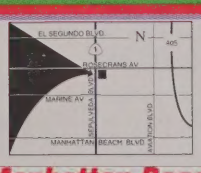

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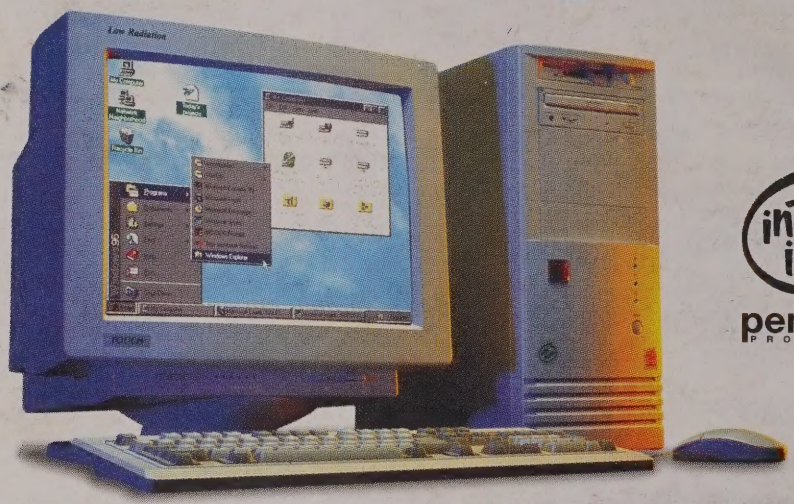

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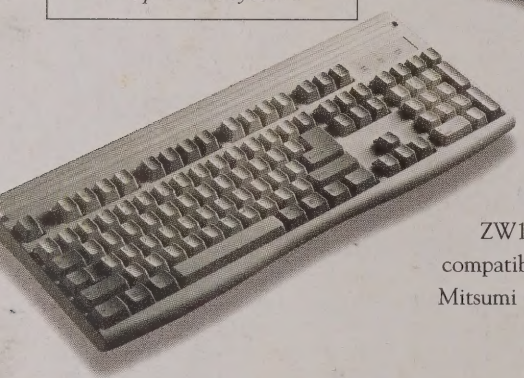

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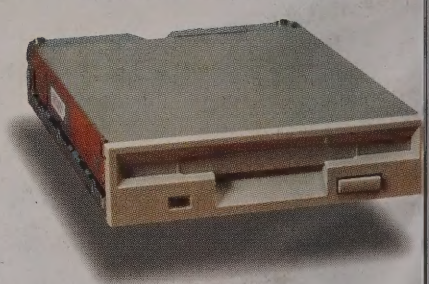

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